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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 96

FEBRUARY 27, 1937

Number 9

PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626



The Home of GRIFFITH'S PRODUCTS
(Where Science Plays its Part)



1937

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BE
A
BIG
YEAR

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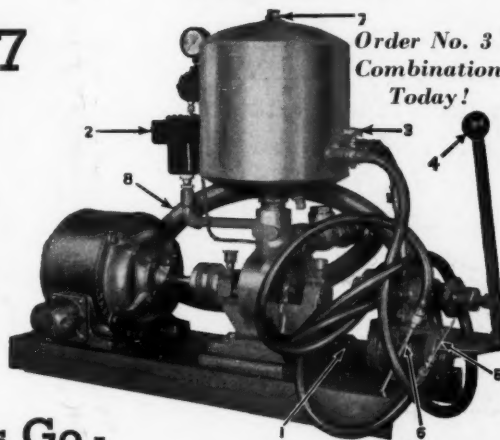
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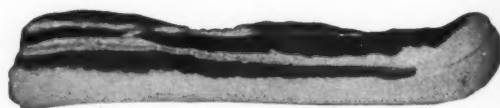
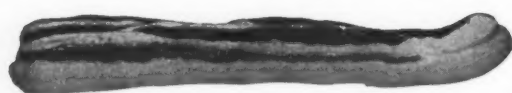
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Two Slices — Same Slab — One Machine



THE possibility of savings offered by the installation of a "BUFFALO" Bias Bacon Slicer is graphically demonstrated by two slices above cut from same slab of bacon.

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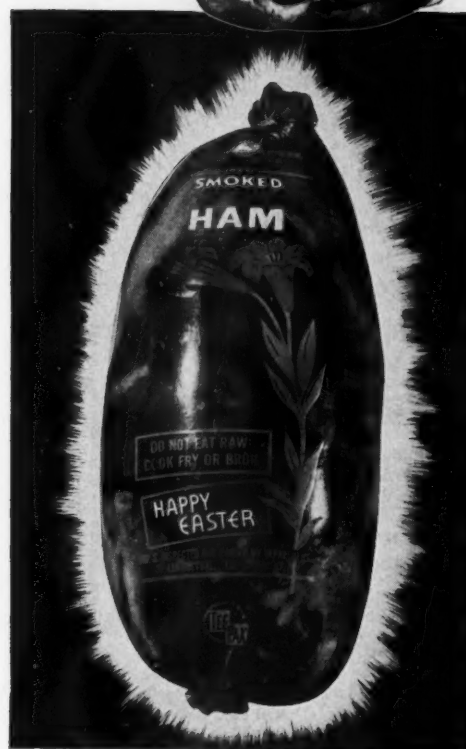
In a few seconds time the angle of the cutting table can be adjusted and the machine used as the ordinary straight slicer or at varying angles on the bias keeping the brand absolutely uniform.

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What a Difference in LOOKS



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TRANSPARENT PACKAGE COMPANY, 1019 W. 35th St., CHICAGO

Week Ending February 27, 1937

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THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries

Volume 96

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FATHER TIME WROTE THIS TESTIMONIAL:

**"ROCK CORK Installations
do not lose their
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**Mineral . . . hence permanent, J-M Rock Cork
provides lasting insulating efficiency**

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But why not get the whole story . . . why not see how J-M Rock Cork can permanently, efficiently solve your

refrigerating insulating problems? For a copy of our Rock Cork brochure, write to Johns-Manville, 22 East 40th Street, New York City.

*E. Kahn's Sons Co., Cincinnati, Ohio.

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ROCK CORK
LOW-TEMPERATURE
INSULATION
In sheet form and for
pipe covering**

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This new tall molasses can means greatly improved shelf display—and it looks *larger*. Clean-keeping, brilliant lithography on the metal replaces a paper label. • Tell us what your product is—and find out how economically we can increase *your* sales.

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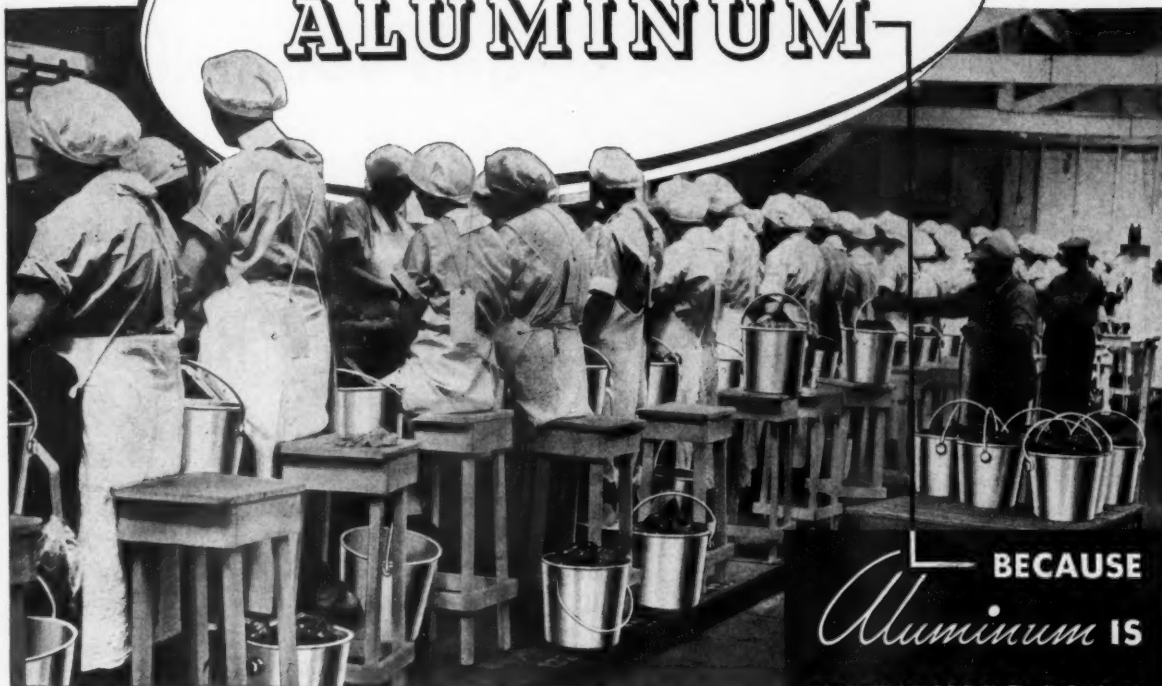
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230 PARK AVENUE, NEW YORK CITY

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Aluminum IS
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ANSWER: "Wear-Ever" Aluminum utensils for packing plants last longer; never need tinning or plating. They are light in weight; easier to handle. For all their *lightness*, "Wear-Ever" utensils are made of tough, strong, Alcoa Aluminum Alloys that stand up under hardest usage; pay dividends in longest service.

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If you pride yourself on being a judge of good Dry Sausage, we know Circle E products will please you — and please your customers. Send for complete details of our plan. At the same time we'll answer your questions, if you have any. Write today.

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Hundreds of Circle E customers have built a big, profitable business with this line. You can do the same. Get in touch with us today.

Write for details!

Circle E Provision Company

UNION STOCK YARDS — — CHICAGO, ILLINOIS

THE NATIONAL PROVISIONER

FEBRUARY 27, 1937

The Magazine of the Meat Packing and Allied Industries

BACON SLICING *Costs and Methods*

WHAT is a reasonable cost per 100 lbs. to slice and wrap bacon?

One packer says \$1.18. This is higher than prevails generally in the modern, well-equipped bacon slicing room. Here the average is somewhere close to 80c or 85c per 100 lbs.

Bacon slicing and wrapping costs vary considerably between plants, and from day to day in the same plant. Cost comparisons are not of much value, therefore, unless all conditions influencing costs are known. Costs vary, depending on method of figuring used, tonnage of product sliced, local wage rates, grades of bacon sliced, efficiency of operations, etc.

How to Figure Costs

Some packers compute bacon slicing and packing costs from slicing machine to and including carton table. But the bellies must be brought into the room and the filled cartons carried out. Such transporting of products is a part of the slicing and packaging operation, such cost of handling should be included with other slicing and wrapping expense to determine total slicing and wrapping cost.

A packer who has been visiting meat plants and checking bacon slicing and wrapping practices and costs estimates that in about 65 per cent of bacon-slicing rooms seen by him slicing and wrapping costs could be reduced from 25 to 35 per cent.

PLANNED FOR LOW SLICING COSTS

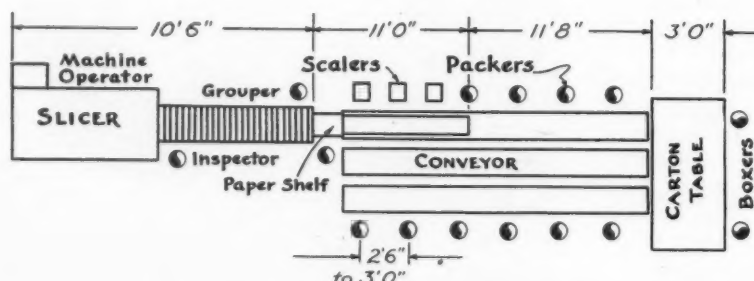
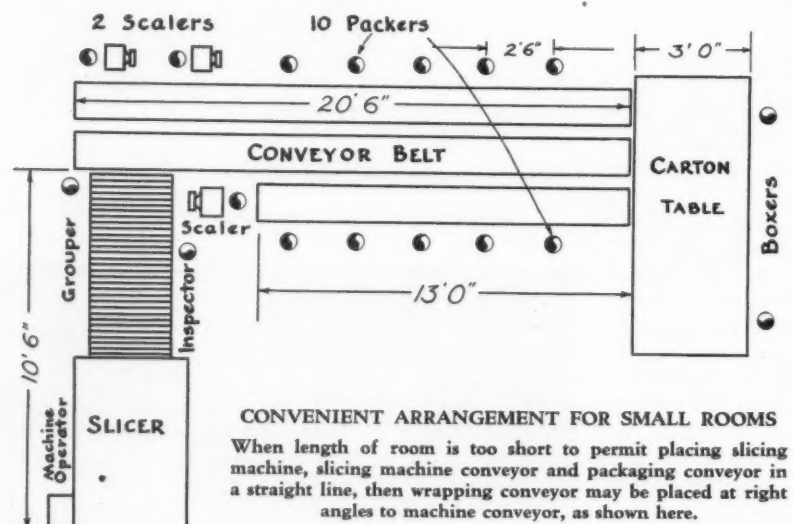
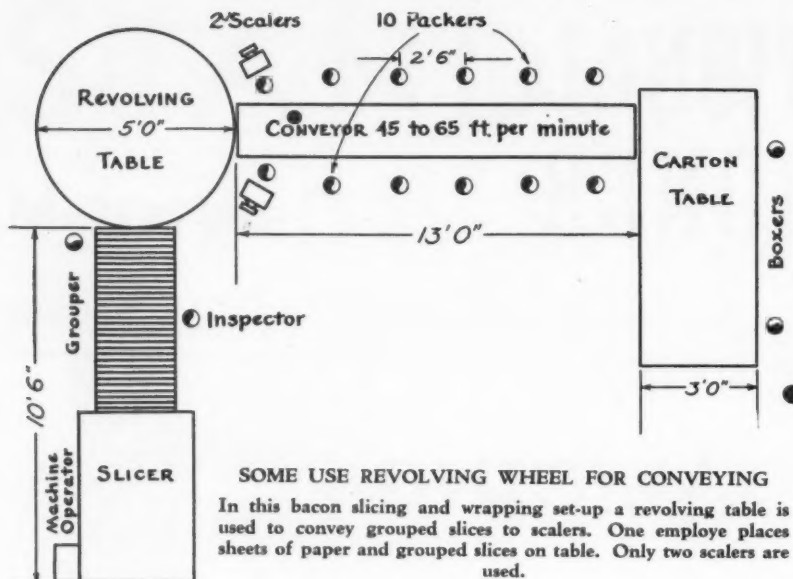
Inspector (not shown) stands at table at left of slicing conveyor. Shelf at lower left is for paper, which is placed by employee stationed at this point. Slice grouper (right foreground) places bacon on paper in manner shown, and bacon is carried to scalers and wrappers by conveyor shown at lower right. (Photo U. S. Slicing Machine Co.)

If this is true, then it would pay many packers to check their slicing and wrapping operations and determine how they might bring about reductions in bacon slicing room losses.

Costs Should be Checked

As worth-while cost comparisons are difficult to





This set-up is somewhat more elaborate than generally employed in bacon slicing rooms, but is efficient. Two endless belt conveyors are used, one to carry slices to conveyors and another to convey them from scalars to wrappers. Another employee is used in this case to place paper on which slices are grouped.

secure—due to the many variables—efficiency comparisons might possibly be more accurately arrived at by considering production and number of employees. Such data is readily obtainable.

Modern slicing machines are geared to produce from 400 to 425 slices per minute. At this speed the inspector and worker who groups slices for wrapping can work most efficiently, it is claimed.

Equipment and Layout

Accompanying sketches of bacon slicing and wrapping units show layouts planned for such slicing machine speed. Number of wrappers indicated in each case may or may not be required, but usually are needed when unit is in full capacity operation. In addition to workers mentioned, men are used to bring sides to the slicer and remove full cartons from the room.

Tonnage sliced and packaged on these units will vary somewhat, depending on number of slices to the inch, speed at which slicer is operated and average weight of slabs being sliced.

In one plant in which tests were made recently a production of 940 lbs. of sliced bacon per hour was secured with 8 to 10-lb. bellies. Twenty girls are employed. These include: one machine operator, one slice inspector, one slice grouper, one paper placer, three scalars, 11 wrappers and two workers at the carton table.

In this plant a high capacity slicing machine is used, and a conveyor that moves at a speed to properly lap or shingle the slices as they are produced.

Workers and Their Duties

The inspector watches the slices as they come from the machine, removing any that are not up to standard. She also designates the grade into which the slices are to go. The paper placer puts a sheet of paper on a shelf on the wrapping conveyor. The slice grouper lifts bacon off slicing conveyor and places it on this sheet of paper. Scalars check the weight, adding to or removing from the quantity selected by the slice grouper to make the exact weight. Girls wrap the bacon in transparent cellulose and place the packages in counter display cartons.

Wrapping is done by placing a sheet of transparent cellulose over the bacon on the sheet of paper, turning the bundle over so that the cellulose is on the bottom, discarding the paper on top and completing the wrapping with the cellulose only.

It is generally appreciated that the less sliced bacon is handled the better its keeping qualities will be. One packer has found that to eliminate touching bacon with the hands after slicing and during wrapping will increase by about two weeks the period during which it will keep sweet.

Wrapping Methods

One advantage of the wrapping method described is that touching bacon with the hands is not necessary. A flat

SLICES EVENLY LAPPED

Stainless steel belt runs beneath slicing machine and onto packing table. As slices are cut they are lapped, or shingled, on this belt ready for grouper. Other types of conveyors may also be used with this machine. (Photo Allbright-Nell Co.)

scoop is used by the slice grouper to remove the bacon from the slicing conveyor and also by the inspector. Scalars can handle the slices on the paper sheet without touching the meat.

In removing bacon from wrapping conveyor the worker takes hold of a corner of the paper on which the bacon rests, and lifts it sufficiently to permit slipping the other hand underneath. The first hand then places the transparent sheet on top of the bacon and holds sheet and bacon in place while the entire bundle is turned over, with the wrapper underneath. The paper then on top is discarded and the bacon is wrapped without touching it with the hands.

It is costing this packer approximately 75c to 80c per 100 lbs. to slice and wrap bacon with this set-up.

Other Packer Results

In another plant with similar equipment, but not possessing the sliced bacon volume of the first-mentioned plant, a production of 470 lbs. per hour is secured with 13 workers. One is a combination machine operator and slice grouper, one inspector, one paper placer, two scalars, six wrappers and two counter display carton packers.

In the new bacon slicing department of the Agar Packing Co., Chicago—a room only 18 by 22 ft. in area—750 lbs. of bacon per hour is sliced and packaged by 15 girls. One girl operates the machine, one inspects, groups the slices and places the paper on the wrapping conveyor; three girls check weights and 10 girls wrap.

Due to the small size of this room, slicing machine and wrapping conveyor are set at right angles to each other. A U. S. Slicing Machine Co. unit (slicer and conveyor) is used. It has been the experience at this plant that best results are obtained with this slicer when the bacon has a temperature of 35 degs. F. At this temperature slices shingle perfectly on the conveyor, and there is no separation at the line of fat and lean when the slices are wrapped.

A stainless steel wrapping table with endless steel mesh belt, manufactured by the Globe Co., Chicago, is installed. One particular advantage of this table is ease of cleaning, Agar executives say.

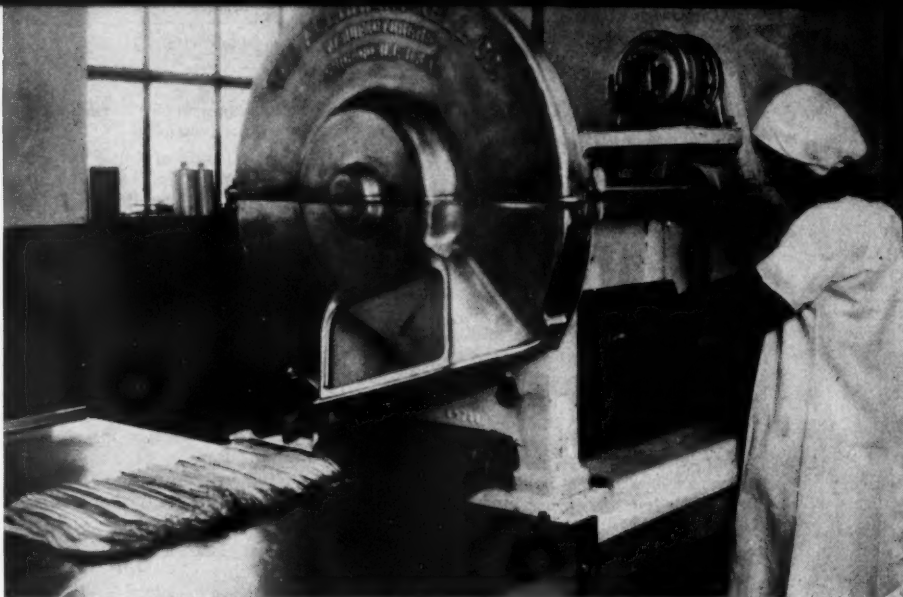
Other Production Records

Following are records of production in other modern bacon slicing rooms:

Two units: 3,000 lbs. of 18 to 20-lb. bellies per hour—1,500 lbs. per unit.

One unit: 700 lbs. of 8-lb. bellies per hour; 850 lbs. of 10-lb. bellies per hour.

Four units: 85,000 to 160,000 lbs. per working week.



Single unit: 10,000 lbs. per 8-hour day. In this case there are employed one machine operator, one inspector, one slice grouper, four scalars and 12 wrappers.

Conveyor or Wheel?

It will be noticed in one of the accompanying sketches that a wheel is a part of the layout. There is some difference of opinion among packers as to the value of this device in the packing line. In some cases the wheel has replaced a conveyor with apparently satisfactory results. In other plants wheels have been removed from the line and conveyors installed in their place.

One objection to the wheel is that

there is no need to promptly remove product from it. If a conveyor is used instead, each quantity of bacon must be removed by a scalar before it reaches the end of the conveyor's travel. This keeps the workers on their toes and speeds up operations.

Inspection and Grading

In this connection it is becoming quite general practice to give each of the scalars a "break" by changing their position with other scalars at regular intervals. In this way each gets her share of both the easy and more difficult locations along the conveyor.

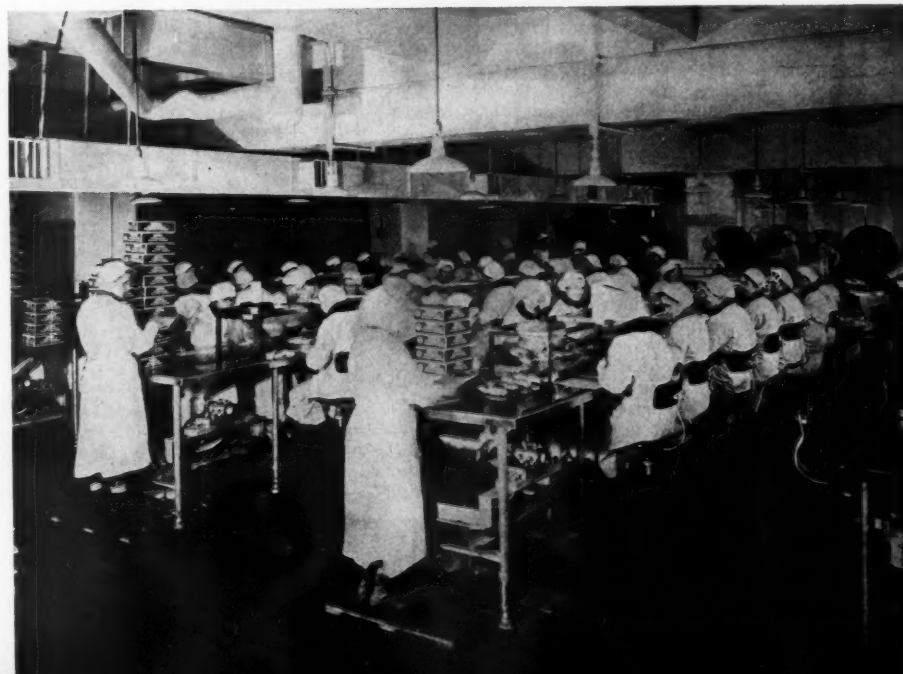
Inspection and grading methods dif-

(Continued on page 17.)

SLICING BACON UNDER PROPER CONDITIONS

Proper temperature and humidity must be maintained in bacon slicing room if product is to have best appearance and stand up well in retail store. Important point is to keep dew point temperature of air in room below that of bacon.

This is bacon slicing room in the plant of J. J. Felin & Co., Inc., Philadelphia, Pa. Air duct is part of air conditioning system for this room. (Photo Link-Belt Co.)



WINDFALL TAX SITUATION

There were no new developments in the "windfall" tax situation during the past week. Processors have been unsuccessful recently in a number of attempts to secure injunctive relief from the district courts, and even from the U. S. Supreme Court, and it is believed that the tendency is to approach the tax question from other angles.

The U. S. Bureau of Internal Revenue reports that collections of the "windfall" tax during January, 1937, amounted to only \$113,512.44. This indicates that collections are not proceeding very rapidly. Many processors secured 60-day extensions when the tax became due, and it is believed they have been granted additional time in which to complete returns.

After March 15, however, processors will have to pay a penalty for further delay in filing returns, as no extensions are allowed beyond six months after the original due date, which was September 15, 1936.

SECURITY TAX RULING

Payment by an employer of his employee's old age retirement tax, without collecting any amount from the employee, is not to be considered as additional wages, according to a recent ruling by the U. S. Bureau of Internal Revenue. Therefore,—for example—if an employer wished to pay his employee's tax of \$1 on a \$100 monthly salary, his employer's tax would be only \$1 instead of \$1.01, as it would be if payment of the employee's tax was considered additional wages which could be taxed.

A recent statement by the Bureau of Internal Revenue points out that some employers are sending their SS-1 returns on employer and employee taxes to the Social Security Board and the bureau, instead of to the collector of internal revenue for their district, the correct agent.

SS-1 returns for January, the first calendar month in which old age retirement taxes were paid, are due on or before March 1. Except for the fact that February 28 is a Sunday, the returns would be due on that date. The bureau expects that about 2,000,000 returns will have been filed in the collectors' offices by March 1.

TRADE PRACTICE CONTROL

A bill which would enable the Federal Trade Commission to prevent deceptive and unfair acts and practices in commerce, without necessity of first proving existence of competition, is now being considered by the interstate and foreign commerce committee of the house of representatives. A proposed amendment to the Lea measure would also give the FTC power to obtain court injunctions against the dissemination of food, drug or cosmetic advertising

which is false, deceptive, or imminently dangerous to health.

Chairman Davis of the FTC testified before the committee that the necessity for the Lea bill lies in the fact that present procedure used by the commission in stopping unfair practices is too slow and cumbersome, due to the requirement that the commission must prove the existence of competition between two industries before issuing cease and desist orders.

Control over advertising contained in the amendment to the bill is believed to be sponsored by committee members who wish to see such regulation in the hands of the FTC rather than under the food and drug administration, as provided in the new Copeland food and drug bill.

10-Year Sausage Record for January

SAUSAGE and sausage products manufactured under federal inspection in January, 1937, totaled 74,551,689 lbs. This January total was considerably larger than that for January, 1929, when buying power was high and meats of all kinds were plentiful. It is the largest total for January in more than ten years.

Quantities of the different kinds of sausage products manufactured in January, 1937, under government supervision were as follows:

SAUSAGE:	Lbs.
Fresh finished	10,901,927
Smoked or cooked	42,488,634
Dried or semi-dried	9,232,218
Canned	3,241,830
MEAT LOAVES, etc.....	8,687,080
Total	74,551,689

January sausage production—not including canned sausage, meat loaves, etc.—under federal inspection for each of the past eight years is as follows:

January	Lbs.
1929	61,479,000
1930	62,576,000
1931	52,421,000
1932	48,200,000
1933	49,336,000
1934	61,470,000
1935	62,086,000
1936	63,622,779

Production of canned sausage and meat loaves under federal inspection for the past six months is as follows:

	CANNED SAUSAGE	MEAT LOAVES*
	Lbs.	Lbs.
August, 1936	3,460,080	7,440,680
September	3,615,888	8,633,705
October	7,047,904	11,276,549
November	2,715,564	9,679,540
December	3,763,191	8,769,955
January, 1937	3,241,830	8,687,080

*Includes loaves, head cheese, chile con carne, jellied products, etc.

Federally-inspected production of sausage and sausage products is estimated to be about 60 per cent of total production in the United States.

FUTURE LABOR SUPPLY

Surplus labor in the United States may amount to only about 400,000 men by 1940, according to a comprehensive study of unemployment and business recovery just completed by the National Industrial Conference Board. The prospective labor shortage would not be felt equally in all fields, according to the board.

Average number of employed workers in 1936, according to the board's estimates, was 42,920,000. Continued increase in total production and trade and in out-put per man-hour at the same rate as since 1933, with currently prevailing hours of work, would require the following number of workers in coming years: 1937, 45,519,000; 1938, 48,335,000; 1939, 51,418,000; 1940, 54,802,000.

Allowing for addition of new workers to the labor force each year, the board estimates that the total number of available workers in 1937 will be about 53,200,000; in 1938, 53,900,000; in 1939, 54,500,000; and in 1940, 55,200,000. This would mean that the labor surplus would drop successively from 7,700,000 in 1937, to 5,600,000 in 1938, to 3,100,000 in 1939, and to a little less than 400,000 in 1940.

MICHIGAN PACKERS ORGANIZE

Michigan meat packers and sausage manufacturers have organized as the Michigan Institute of Meat Packers and Sausage Manufacturers, with headquarters at Detroit. Officers elected at the first meeting are Max Loewenstein, Loewenstein & Son, Detroit, president; J. L. Wilde, general manager Detroit Packing Co., first vice president; H. D. Peet, president Peet Packing Co., Chesaning, Mich., second vice president; Shirley Georgi, Peschke Packing Co., Detroit, secretary; Chas. J. Becker, United Beef Co., Detroit, asst. secretary; Grover Thompson, Thompson Beef Co., Detroit, treasurer; Joseph Wimmer, City Packing Co., Detroit, asst. treasurer. Headquarters of the association will be maintained at the Hotel Statler, Detroit.

TRADE PACTS HELP MEAT

Extension of the reciprocal trade agreement act until 1940 was voted this week by the senate after it had rejected amendments to curb the President's power under the measure. The United States has already concluded trade agreements with sixteen countries under the act, in some of which foreign duties on meat products have been reduced. The house of representatives has already approved the bill and it now goes to the President for signature.

See Classified page for good men.

A Page for the



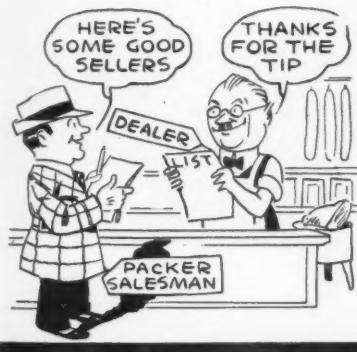
PACKER SALESMAN

NOTES of the ROAD

Gleanings from a Packer Salesman's Notebook

SELLING THE LIST

THERE are over 100 items on my sales list — including butter, eggs and cheese. To attempt to do a thorough selling job on every one of them on each call would mean spending more time than either the dealer or I could afford. How to efficiently sell the list, therefore, is an ever-present problem. It must be particularly troublesome to the younger packer salesman.



Careful study of each customer's business is a big help. Knowing what kind and quality of products a retailer's customers buy considerably simplifies selling to him. It would be time wasted to attempt to load up a dealer with luxury items whose trade is largely with mill hands and laborers. And I would lose his good will should I succeed in doing this. My best bet, therefore, is to concentrate on selling him items customers with limited buying power can afford to purchase.

In stores where all classes of trade are catered to the job is not so simple. If I have to wait in a store of this kind before seeing the dealer I make note of the stock on hand, and in my solicitation I concentrate first on the items in short supply, and possibly on some he does not carry, but which he might turn over in satisfactory volume.

In stores which buy little product from me I find my best bet is to talk items not carried in stock—varieties of sausage and canned meats for example. These get and hold the dealer's interest,

because they suggest the possibility of adding to volume turnover. My sales job is also simplified because I am not talking competitive products.

It also helps in selling the list, I find, to keep a record of the volume of each product sold each day, and occasionally to check sales with the list. If this check shows I have not been doing so well on some products, I put a little extra effort behind them when opportunity offers.

Sales managers continually urge packer salesmen to sell the list, because they realize what a few extra pounds of product sold each day by each salesman means in increased volume at the end of the year.

Salesmen sometimes get the notion that some products do not sell well in their territory, and consequently they sell few or no such orders. Sales—like trout—are where one finds them. But to get either you must go after them!

PLANT SCENES BUILD SALES

One of the best store-advertising stunts I have seen in a long time was put over recently by a competitor in one of my customer's stores. I say "best store-advertising stunt" because it attracted a great deal of consumer attention and sold a large quantity of product.

The idea was an easel on which was a large frame with twelve photographs taken in the plant's sausage kitchen. Above it was the statement: "Scenes in the sausage kitchen of the Blank Packing Co." Below was the advice: "If you want sausage made of the finest ingredients and under the most sanitary conditions, insist on Blank's."



This display was placed in the main aisle, immediately inside the entrance, and was successful in stopping most women who entered. That they were much interested was evident from their comments, and that the display "sold" them was shown in the persistency with which they asked for Blank's sausage in preference to other brands. A number

of other similar displays are to be made up, I understand, for use in other stores.

This is a business-building idea packer salesmen can suggest to their sales managers as being a good business getter, or which they themselves can make up for use on their routes.

THE DIFFICULT BUYER

Every packer salesman has prospects who are considered "hard nuts to crack" (no disrespect intended). It might help some packer salesmen to get under the skin of some of these fellows if the sales solicitation were conducted more in the spirit of a mutually-helpful transaction, instead of merely as an effort to sell a bill of goods at certain prices.



Ability to "size up" a prospect is often given as a necessary requisite for success in sales work. Usually this means nothing more than conducting the solicitation in a manner interesting to him, and in such a way that he will be convinced it will be to his advantage to buy the products offered.

Then there is what might be termed the "mutual interest" angle. I know a retailer who gives most of his business to a certain packer salesman solely because both are interested in checkers, and play a game or two when opportunity affords.

In another case a mutual interest in horses has cemented retailer and salesman so closely together no other packer salesman has been able to pry them apart.

These two instances suggest the value of the packer salesman being well-informed on a variety of subjects, and particularly in learning the interests of customers and prospects and in getting up-to-date on them.

Do your salesmen read this page?

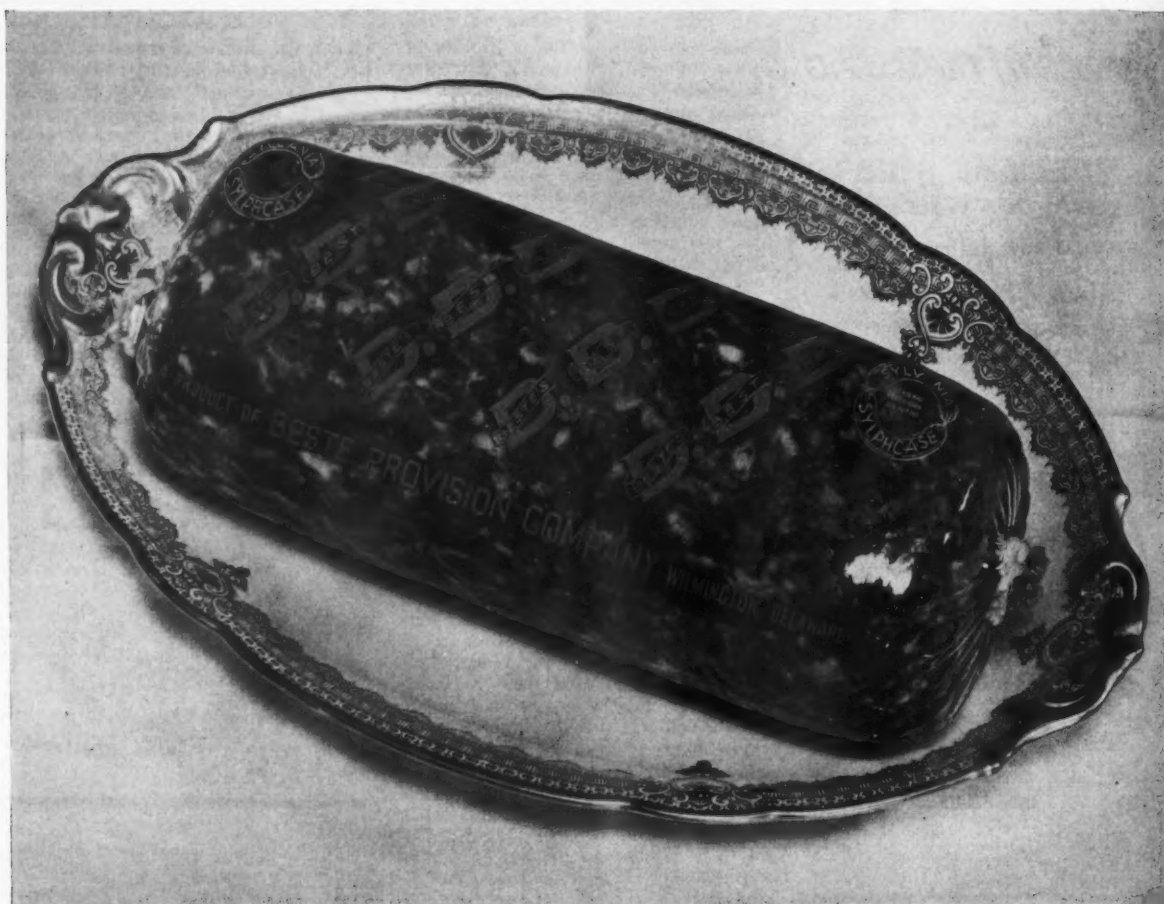
Week Ending February 27, 1937

Page 13

Choice Meat Products + + +

in SYLPHCASE K CASINGS

(Reg. U. S. Pat. Off.)



WHEN a sausage manufacturer produces a special quality of sausage, or prepared meat, it is important that the mixture be fully visible, so as to attract the attention of the buyer.

It is also important that such special products bear a printed trade name, or brand identification, for repeat sales. **SYLPHCASE K** casings

are not only fully transparent, displaying the meat in its natural color and richness of quality, but these casings may be artistically printed with brand name, etc., for instant identification, resulting in repeat sales.

These casings indicate the progress in modern packaging of sausage and prepared meats.

SYLPHCASE K Casings are Strictly Kosher

SYLVANIA INDUSTRIAL CORPORATION

Executive and Sales Offices: 122 East 42nd Street, New York

Works: Fredericksburg, Va.

BRANCH SALES OFFICES

120 Marietta Street, Atlanta, Ga.
201 Devonshire Street, Boston, Mass.
427 W. Randolph Street, Chicago, Ill.
260 S. Broad Street, Philadelphia, Pa.
809 Santa Fe Bldg., Dallas, Tex.



PACIFIC COAST

Blake, Moffitt & Towne
Offices and Warehouses in Principal Cities
CANADA
Victoria Paper and Twine Co., Ltd.
Toronto and Montreal

PRACTICAL POINTS ☆

for the Trade

Handling Shin Bones

A Southwestern packer wants information on processing and grading of shin bones. He writes:

Editor THE NATIONAL PROVISIONER:

Can you tell us the specifications used by sellers and buyers of shin bones? Do the ends have to be sawed off? Are the bones cooked in an open tank or under steam?

First class shin bones are white, hard, smooth, cut straight and neither cracked nor splintered. Flat shins are graded as follows:

No. 1—40 lb. average, 38 lbs. per 100 and up; No. 2—30 lb. average, 28 to 38 lbs. per 100; No. 3—All under 28 lbs. average, including rejects. Rejects are cracked, spotted or discolored bones.

Round shins are classified:

No. 1—50 lb. average, 48 lbs. per 100 and up; No. 2—40 lb. average, 38 to 48 lbs. per 100; No. 3—All under 38 lbs. average and rejects. Both the round and flat shins should average about 6 in. in length.

Knuckles or ends of the shin bones are sawed off. This must be carefully done to avoid a ragged edge. The bones are held rigidly against a rapidly revolving saw blade and the cut made through the nerve hole. If the bones are cut too long the bone will not be thick enough at the ends for manufacturing purposes. If cut too short, that part which might be sold for manufacturing bone is left on the knuckle and is less valuable. The cut must be made straight across the shin and not diagonal.

Where production is not sufficient to warrant handling shin bones separately, all bones may be cooked in one tank. Where this is done the knuckles are put in the bottom, shins and cutting room bones next, and jaws and skulls on top. This is done where neatfoot oil is not made.

Steel tanks provided with bottom outlets for removal of cook water are used for cooking. These tanks have perforated steam coils which permit the introduction of direct steam. The tanks are filled with cold water and the bones thrown in, the water being kept cold until the tank is filled. The steam is then turned on and the water is heated to about 190 degs. F. and kept at this temperature until all of the fat has been melted from the bones and all of the adhering meat and gristle loosened. Care must be exercised or provision made so that the tanks do not run over and thereby waste tallow.

Bones are cooked from 4 to 12 hours. They must not be overcooked as this will make them chalky and they must not be undercooked or they will be greasy. Either condition is undesirable.

When cooking is completed, the fat is skimmed from the top of the tank, the cook water is released through the bottom outlets and the bones are shovelled into a washing machine where they are tumbled around in a spray of hot water which removes any remaining tallow or other foreign substance. The bones are then taken to the drying room.

Shin bones are spread on shelves and dried slowly. If dried over steam coils or dried too rapidly they are liable to split or crack. When the shin bones are thoroughly dried they are graded and bagged.

STERILIZING CASINGS

What equipment is necessary for heated brine sterilization of imported casings? A Pacific Coast packer writes:

Editor THE NATIONAL PROVISIONER:

What equipment is used in heated brine sterilization of imported casings? Is bleaching done before or after the sterilization process?

Disinfecting by the heating method requires submergence of the casings in a saturated brine solution at not less than 127 degs. Fahr. for one hour. Installation of a one-hour dial recording thermometer is compulsory. The temperature record of each batch of casings disinfected must be filed with the B. A. I.

Equipment required includes a vat, method of heating the brine and recording thermometer.

Usually the casings are hung on sticks and suspended in the brine. In some instances chain hoists and large racks are used to lower the casings into the brine and remove them. Size of vat depends on volume of casings disinfected. It may be any size most convenient and economical.

Heating is most conveniently done with a steam coil placed at bottom or along one side of vat. A screen should be provided over coil to prevent contact of casings with the hot surface. Number of square feet of heating surface required will depend on size of vat. Coil should preferably be made up of galvanized pipe and should be equipped with an automatic temperature regulator.

B. A. I. regulations require that thermometer tip "shall be located at a point which would be approximately at bottom of volume of casings being disinfected."

Bleaching is done by salting the casings and holding them in the bin for three or four days or a week. Bleaching is done after disinfecting. Tierces in which casings are to be packed should be steamed well and thoroughly scrubbed with hot water and cleaning compound and well rinsed. Salt from the disinfecting bath should be washed to sewer as often as is necessary to keep the bath clean, or as required by the inspector.

WHITE PORK SAUSAGE

White or gray pork sausage does not appeal to all consumers. An Eastern sausage manufacturer writes:

Editor THE NATIONAL PROVISIONER:

We are having some trouble with our fresh pork sausage stuffing white. Could this be due to the stuffer? We use strictly fresh trimmings.

It is doubtful if the stuffer has anything to do with this. If the percentage of fat is quite high, the processor is likely to get this result.

To get good color in fresh pork sausage and retain it, it is necessary that the hogs be well chilled and that the meats be kept cold throughout the process. At the start of manufacture the trimmings should be cold, the knives and plates should be sharp so that the meat is cut and not mashed and heated. Some manufacturers flush out the stuffer with ice water before putting in the meat to insure keeping it cold.

Addition of a small quantity of dextrose (corn sugar) has been found effective in holding the fresh color in sausage or ground meats. This inquirer might experiment a little with this ingredient to see whether or not he achieves the desired results.

Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Practical hints on buying and testing sheep and hog casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,
407 S. Dearborn St., Chicago, Ill.
Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name
Street
City

Enclosed find 10c stamp.

FOR "MORE MILEAGE" ON GRINDER DRIVES



THE WESTINGHOUSE TOTALLY-EN- CLOSED FAN-COOLED CS MOTOR!

● Notice the sturdy construction of this motor. The stress and strain of gruelling service day in and day out can't warp *that* frame and cause premature maintenance. This solid cast frame resists corrosion!

This motor *looks* dependable and *is* dependable because inside, hidden from view, are such important features as dual-protected windings, taped end turns and radio frequency tested insulation . . . features that are typical of the "More Mileage" advantages you get in Westinghouse motors at no extra cost.

Investigate the Westinghouse motor features . . . compare them with any other motor drive . . . then ask yourself if you can afford *not* to have these Westinghouse motor advantages in your plant.

Write for a copy of L. 20384.

J 20145

The application of the exclusive Westinghouse "De-ion" Arc Quencher to these Linestarters is the most important forward step in the history of motor control.



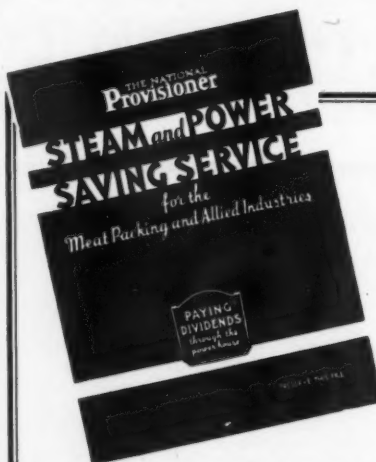
Westinghouse

WESTINGHOUSE ELECTRIC & MFG. CO., EAST PITTSBURGH, PA.

* MORE MILEAGE

Convert the turning motion of an electric motor into distance and you will be amazed at the *mileage* that can pile up during its lifetime. Make sure of *more mileage* . . . longer, trouble-free life . . . by specifying Westinghouse motors and control for all your machinery drives.

★



Are Your
Dividends
Going Up
the
Smokestack

?

Analytical data, engineering information, survey reports, studies of boiler firing methods, and case histories of other packers' experiences contained in this handsome binder full of information specifically relating to the packing plant power house will help you find out. This is the most comprehensive compilation of power plant data for the meat packing industry available anywhere—124 pages of reprinted articles by recognized authorities which have appeared in **THE NATIONAL PROVISIONER** since April, 1933, and 15 pages of bulletins and surveys make this a reference handbook which every meat packer should have on hand. At only \$1 postpaid you cannot afford not to have it. Order your copy now. Additional reprints of current articles are sent to owners of the binder.

THE NATIONAL PROVISIONER

407 South Dearborn Street, Chicago, Illinois

"The Bacteria Chaser" safely scours all metal surfaces

This patented, non-scratching metal sponge has completely revolutionized old time cleaning methods in packing plants. It does a thorough cleaning job in much less time. A special bronze alloy for tinned and copper surfaces; a stainless steel for iron and Allegheny Metal. Will not rust or splinter. Unconditionally guaranteed. Order a dozen today. Dealers everywhere. If not better than anything else you ever used, return unused sponges to us and full purchase price will be refunded.



METAL SPONGE SALES CORPORATION
Lehigh Avenue & Mascher Street, Phila., Pa.

Gottschalk's METAL SPONGE

SLICED BACON PRODUCTION

Production of sliced bacon under federal inspection for the past six months is reported as follows:

	Lbs.
August, 1936	18,722,119
September	19,821,644
October	19,274,051
November	16,459,082
December	16,580,098
January, 1937	16,822,584

It is estimated that 95 per cent of sliced bacon produced in the United States is under federal inspection.

BACON SLICING METHODS

(Continued from page 11.)

fer. One method quite generally practiced involves the use of sheets of paper of three different colors, on which the slice groups of grades 1, 2 and 3 are placed by the slice grouper under supervision of the inspector. Another system requires use of numbered slips placed on top of slice groups for guidance of workers at the wrapping conveyor.

Maintaining Product Quality

Modern and efficient equipment properly arranged and operated is, of course, of primary importance in securing high labor efficiency and low cost in the bacon slicing room. But in planning a new department, or rehabilitation of an old one, other conditions must be considered if product is to leave the room in best condition and stand up satisfactorily in the retail meat store.

It is of much importance to prevent condensation of moisture on the sliced product by maintaining the dew point temperature of the air in the room below the temperature of the bacon. Air conditioning systems do this, and are being installed in many bacon slicing rooms. (See the May 30, 1936, issue of The National Provisioner for a discussion of air conditioning in the bacon slicing room.)

Workers will not show best efficiency if temperature of the room is too low. Somewhere in the neighborhood of 55 degs. F. is most often used.

There seems to be a growing appreciation among packers of the fact that best results are not obtainable when bacon is too cold at time of slicing. In such cases some bloom apparently is lost, danger of moisture deposition on the slices is increased, and when the bacon is folded during wrapping quite frequently there are breaks in the slices at points where fat and lean meet.

Temperatures

Product temperatures of 29 to 37 degs. F.—in some cases lower—are most often used. Proper temperature depends on conditions in any particular room. Therefore each packer might experiment with belly temperatures at time of slicing to determine those at which operations proceed most smoothly and product shows up to best advantage.

Bellies may leave the cooler at one temperature and go into the slicing machine at a considerably higher one, due to the common practice of bringing a considerable quantity into the room at one time.

If at all possible—once the best temperature at which to hold the cooler has been determined—arrangements should be made to have bellies reach the slicing machine in a constant stream, the speed of which is synchronized with the rate of slicing. In a like manner it is advantageous to have filled cartons of wrapped bacon removed from the room as promptly as possible, rather than to permit them to accumulate.

Better Sales Value

With so much sliced bacon being wrapped in transparent cellulose and bought by consumers on "eye appeal," appearance of product and package are

CURING BY TABLET

Historic method of curing meats was to mix curing ingredients—salt, sugar, nitrate, etc.—with water to make the curing pickle. This practice is still followed in some cases. Then came prepared curing materials in which nitrate, nitrite, etc., were properly balanced for various cures, and to which other ingredients were added in the curing process. These special cures are coming into wide use and are found to be more convenient than the old method.

Now comes a further development—preparation of these special cures in tablet form, devised by the Wm. J. Stange Co., which can be used either as a prepared cure or when the packer mixes his own cure. These tablets are in two forms, one containing a balance of nitrate and nitrite and the other containing only nitrite.

Tablets weigh one-eighth ounce each,



WEIGHING SLICED BACON MUST BE EXACT

In Chicago plant of Wilson & Co. sliced bacon is conveyed to scales on a stainless steel belt. After weighing it is transferred to an endless wire mesh belt, which carries it to wrappers. Inspector and paper placer are at left of slicing machine conveyor and slice grouper at right. (Photo Exact Weight Scale Co.)

of prime importance. Fortunately, increasing efficiency in the bacon slicing room often results not only in improving product, but also "eye appeal" of both package and product. There is a double reason, therefore, for the packer to give careful attention to his bacon slicing and wrapping equipment and methods.

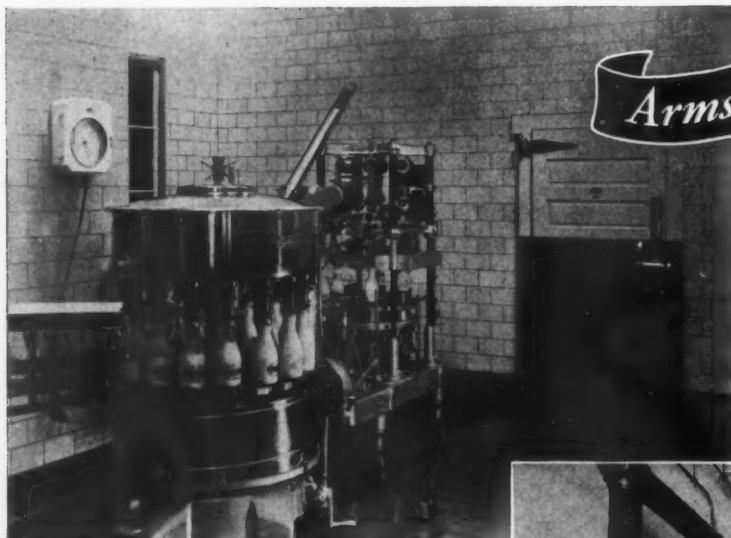
BELLY TRIMMINGS

Why is it so important to check belly trimmings? Read chapter 6 of "PORK PACKING," The National Provisioner's pork plant handbook.

and one tablet is used for 50 lbs. of meat, either in making curing pickle or in curing sausage materials. In the sausage room one curing tablet is used to 50 lbs. of meat in the chopper, or one dissolved tablet to 50 lbs. of meat in the mixer. Curing costs in using these tablets are estimated at approximately 1/4c per cwt. of meats. No salt or filler is used in the tablets. No weighing is necessary, it being a matter of simply counting the tablets. These tablets have B.A.I. approval and are said not to deteriorate.

Watch "Wanted" page for bargains.

FOOD *needs this* DOUBLE PROTECTION

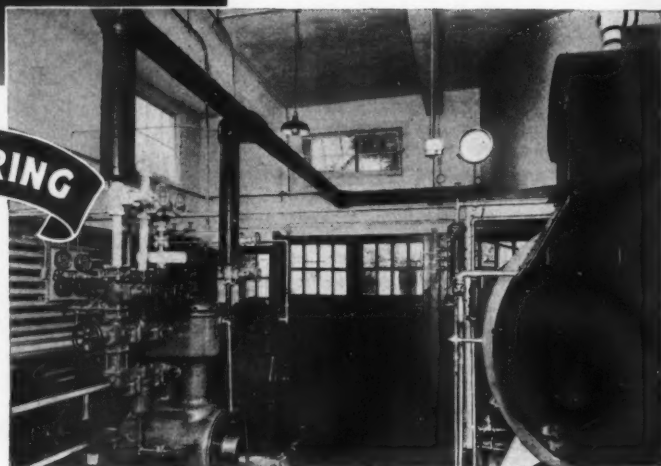


Armstrong's CORKBOARD

IN COLD ROOMS of the Hillcrest Dairy, Worcester, Mass., temperatures are kept constant by two layers of 2-inch Armstrong's Corkboard. This efficient plant was designed by The McCormick Company, Pittsburgh, Pa., E. P. Pitfield was general contractor.

Armstrong's CORK COVERING

ON COLD LINES in the Hillcrest Dairy, Armstrong's Cork Covering in brine thickness is used to guard the brine temperature of 10° F. Other Armstrong materials used in this modern dairy plant include Temlok Roof Insulation, linoleum, and Accotile.



WHEREVER temperature control is important, you're likely to find Armstrong's Corkboard and Cork Covering on the job. In dairies, for instance, it's vital that milk be handled at constant temperature, so dairy cold rooms are insulated throughout with Armstrong's Corkboard. Cold lines are guarded against loss of costly refrigeration by Armstrong's Cork Covering and Fitting Covers.

In any plant where refrigeration is used, there's a job for efficient cork insulation. Cork's resistance to the passage of heat prevents refrigeration losses. Equally important is its high, natural resistance to moisture, which is invariably encountered in low temperature work. Corkboard and cork covering are easily handled, quickly installed. Savings soon repay their cost.

Armstrong's Corkboard comes in

sizes 12" x 36", 18" x 36", 24" x 36" and 36" x 36" and in thicknesses of 1", 1½", 2", 3", 4" and 6". Armstrong's Cork Covering is made in 36" lengths, in diameters to fit standard pipes and in varying thicknesses to meet all low temperature requirements. For complete details, write to Armstrong Cork Products Co., Building Materials Division, 952 Concord St., Lancaster, Pa.



Armstrong's LOW TEMPERATURE INSULATION

FOR COLD ROOMS AND COLD LINES

REFRIGERATION ☆

and Air Conditioning

Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

REFRIGERATION LOSSES

If small refrigeration losses, are stopped there will be no large loss. These small losses are often neglected as being of no consequence. This may be true, but a small loss multiplied many times over a year very often amounts to a very respectable total.

Outside the engine room there are many details which should be looked after: Bare pipes and fittings; loose fitting cooler and freezer doors; openings for pipes through cooler walls; snow on coils; dirt in condensers; brine coils and expansion tanks and small leaks around valves and fittings reduce capacity of the refrigerating system and make more difficult the task of maintaining proper temperature in coolers and processing departments during hot weather.

It is good practice to inspect carefully at frequent intervals all details of the refrigerating system, and to repair immediately any defects discovered. Promptly taking care of details plays no small part in the success of the competent plant engineer.

CUTTING FROZEN MEAT

Exact temperature control is utilized by Swift & Company, Ltd., in London's first dockside cutting store on the tidal basin, London, England. Chilled and frozen meat is unloaded from the ships' holds, conveyed on overhead rails to a loading bank and transported to the cutting store by electric truck. Conditions in the cutting room duplicate those under which meat is brought to England from abroad.

The frozen meat store (cooler) is held at about 16 degs. F. to restore the temperature of the meat to that of the ship's hold. This temperature is maintained before and after cutting so that cuts not immediately wanted can be held at "straight line" temperature from ship to shop. In the case of chilled beef, the upward temperature gradient of the meat is kept at a minimum and as steady as possible. The chilled beef store is maintained at 29.5 degs. F., while the cutting room is kept at 40 degs.

All cooling is by means of grids on walls and ceilings, the circuits being designed for ammonia pump circulation

with an accumulator located in the engine room. The ammonia circuits are arranged so that the installation can be operated by direct expansion. Grids and piping can be defrosted by hot gas.

Not so much attention is paid to cutting room temperatures in England as in the United States. It is believed, however, that imported meat will retain its bloom and condition from three to seven days longer if handled under conditions like those prevailing in the new Swift plant.

IMPROVED TRUCK COOLING

One of the latest improvements in motor truck meat distribution methods is illustrated in a new truck put in service by S. S. Logan Co., Huntington, W. Va., which carries 4 to 5 tons of fresh meats and sausage at a temperature maintained at 40 to 45 deg. F., keeping the meats in good condition regardless of length of trip or time the product is in truck.

Body has aluminum sheet outer walls and all mouldings are of aluminum, thus reducing weight load. Body was built by R. H. Gray Body Co., Austin, Minn., and a special Gray ice and salt bunker is used for refrigeration. Body is insulated with Dry-Zero, 3 in. in roof, and 2½ in. in sides and ends. Floor is insulated with 2-inch corkboard.

Body is equipped with a 24 x 59-in.

side door for curb loading, and a rear-end double loading door, 48 x 59 in. Outer walls are of .0513 S.T. aluminum sheet. All mouldings also are aluminum. Body is mounted on a Dodge 188-inch wheelbase chassis.

FROZEN POULTRY

Consumers as well as dealers and retailers were given an opportunity to view quality frozen poultry shown at cold storage warehouses in Chicago recently during the first annual Chicago Dressed Poultry Exhibit. Exhibits at six warehouses were thrown open to consumers and retailers to acquaint them with frozen poultry and to illustrate how good quality is maintained by modern refrigeration. Individual owners of poultry in the warehouses displayed representative products from their holdings. Refrigeration advances were stressed at the show and visitors unfamiliar with gradual and quick freezing were told about these processes.

REFRIGERATION NOTES

D. H. James has opened Elba Ice and Meat Curing Co. at Elba, Ala. He also operates a cold storage plant at Enterprise.

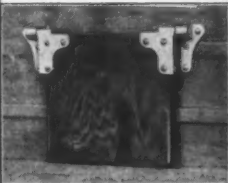
Hudson Cooperative Dairy Associa-



FIVE TONS OF MEAT CARRIED AT 40 TO 45 DEGREES

New aluminum body insulated truck put in service by S. S. Logan Co., Huntington, W. Va. Has rear-end double loading door and side door for curb loading and unloading.

Here's the low-down on why YORK Track Doors are practically foolproof



Note absence of any mechanism on outside of the door. All parts are of special malleable iron and are protected by mounting inside the frame.



Note the simple, but positive mechanism which operates the flap . . . keeps gasket on flap tightly compressed when door is closed.



Note minimum number of moving parts. No wonder YORK Track Doors are practically foolproof.

With track doors, it's the "flap" that makes or breaks them. If it is an impractical contraption, although it looks interesting, it's useless.

Just look at the pictures of the radically new YORK track door flap and you'll see why so many of them are at work in leading packing houses. Here are six advantages they offer, you, too.

- 1 Foolproof, no adjustment necessary, nothing to get out of order.
- 2 Positive in action, both in opening and closing.
- 3 Track flap is fully opened with approximately 15 degree opening of main door.
- 4 Can be made inoperative without affecting the operation of the main door.
- 5 Improved appearance . . . nothing but the hinges are visible on outside of door.
- 6 Long life, because of simplicity of design, minimum number of moving parts which are made of special malleable iron.

Need Fittings, Calcium, Corkboard, Oil?

Let the nearest YORK Headquarters Branch quote you from stock. They can do that and if you're thinking of running new pipe, ask them to send one of their engineers to discuss the economies possible through using YORK Welding Flanges. Have you a copy of our new Accessories Catalog? The coupon will bring it. YORK Ice Machinery Corporation, YORK, PENNSYLVANIA. Headquarters Branches throughout the World.

YORK ICE MACHINERY CORPORATION, YORK, PENNA.

Please send me a copy of your new Accessories Catalog.

Name.....
Street and Number.....
City..... State.....

NY-10

YORK Headquarters for Mechanical Cooling since 1885
REFRIGERATION and AIR CONDITIONING



Better LOOKS Better CONSTRUCTION



Air - condition and refrigerate your motor trucks with Theurer Icefin Refrigerating Units. Can be installed in old or new bodies. A better unit, that costs less to use!

Better Bodies in Every Way

Theurer Bodies are designed by experts and built of quality materials by bodymakers with long experience. Prominent packers use THEURER Bodies—and recommend them enthusiastically. Theurer Bodies will perform equally well for you! Write for full details!

THEURER WAGON WORKS, Inc.

COMMERCIAL BODIES

New York, N. Y.

North Bergen, N. J.



—an attractive binder containing reprinted articles on this subject which have been published in THE NATIONAL PROVISIONER—should be in the hands of every packer. In easy-to-understand, non-technical language, these articles tell what air conditioning is, the reasons why it is superior to simple refrigeration, and where it should be installed. Many examples of installations now in use concretely show how the packer benefits. Best of all, reprints of current articles are furnished owners of the binder. This is more than a textbook; it is a continuous service, a reference file of the latest information. The price is only \$1.25 postpaid.

THE NATIONAL PROVISIONER
407 South Dearborn Street, Chicago, Illinois



"C-B" Cold Storage Door

"The Better Door that Costs no More"

There is a "CB" Cold Storage Door for every cold storage need.

"CB" Cold Storage Doors of any type can be completely metal clad. Entire door and frame are each completely enclosed with 26-gauge galvanized iron.

Unexcelled for use where moisture and steam are present, as in dairies, etc.

Write us for a "CB" Cold Storage Door catalog and price list.

Get full information before you buy.

A trial will convince you of the superiority of the design, workmanship and finish of the "CB" Cold Storage Door—"the Better Door that Costs no More."

The Cincinnati Butchers' Supply Corporation

1972-2008 Central Ave., Cincinnati, Ohio

824 Exchange Ave., Chicago, Ill

tion plans to install a cold storage locker system at Hudson, Ia.

The Superior Packing Co. will erect a \$10,000 cooler addition at St. Paul.

Home Ice Co., Crowley, La., is installing a special compartment to handle storage business.

Friend Ice & Cold Storage Co., Friend, Neb., has been remodeled with standby equipment added for its locker system.

Cold storage unit of Pontotoc Dairy at Pontotoc, Miss., recently destroyed by fire, will be replaced.

Boonville Ice & Laundry Co., Boonville, Mo., is installing a cold storage locker system.

quarterly dividend of \$1.00 and an extra dividend of 25 cents, payable April 1, on stock of record on March 12.

Chickasha Cotton Oil Co. reports net income of \$73,049 for the six months ended December 31, equivalent to 28 cents per share on company's stock, against net income of \$214,190 during the corresponding six months period in 1935.

An interim report of Libby, McNeill & Libby for the eight months ended October 31, 1936, shows net income of \$2,720,584. Net income during the fiscal year ended February 29, 1936, was reported at \$1,920,832, not including \$1,198,227 from the sale of capital assets. Sales for the eight months to October 31, last, totaled \$50,767,580, which compared with \$59,875,794 for the preceding 12 months.

Increasing its sales during 1936 to \$934,926 compared with \$770,100 in 1935, Mickelberry's Food Products Co. showed net income of \$15,350 for 52 weeks of 1936, the first profit earned since 1933. A subsidiary, Mama Cookie Bakeries, Inc., reported a net loss of \$1,805 for the period. Mickelberry's non-consolidated balance sheet at the end of 1936 shows working capital of \$93,017 and profit and loss deficit of \$100,770. At the end of 1935, working capital was \$47,501 and profit and loss deficit was \$104,585. Stockholders of the company will soon vote on a recapitalization plan aimed to clear up accumulations on the preferred stock.

FINANCIAL NOTES

Safeway Stores, Inc., has declared a quarterly dividend of 50 cents, payable April 1, on stock of record on March 18. Stockholders will hold a special meeting on March 17 to consider sale of up to \$20,000,000 in unsecured debentures and 92,397 shares of 5 per cent \$100 par value preferred stock.

U. S. Leather Co. reports net profit of \$256,873 for the quarter ended January 31, against \$281,048 in the corresponding period last year. The company has declared an accumulated dividend of \$1.75 on prior preferred stock, payable April 1, to shareholders on March 10.

Beechnut Packing Co. has declared a

PACKER AND FOOD STOCKS

Price ranges of listed stock, February 24, 1937, or nearest previous date:

	Sales.	High.	Low.	Close.
Week Ended	Feb. 24	Feb. 24	Feb. 24	Feb. 24
Amal. Leather.	11,400	7 1/2	7 1/2	6 1/2
Do. Pfd. ...	300	43	41 1/2	43 1/2
Amer. H. & L.	11,100	8 1/4	7 1/2	8 7/8
Do. Pfd. ...	1,600	43	42 1/2	43 1/2
Amer. Stores .	1,100	26 1/2	26 1/2	26 1/2
Armour Ill.	209,050	13	12 1/2	13 1/2
Do. Pr. Pfd.	2,300	97 1/2	96 1/2	97 1/2
Do. Pfd. ...	200	104	104	100
Do. Del. Pfd.	400	110	110	109 1/2
Beechnut Pack.	200	108	108	106
Boback, H. C.	175	10 1/2	10 1/2	10 1/2
Do. Pfd. ...	30	51	51	51
Chick. Co. Oil.	2,600	19 1/2	19 1/2	20 1/2
Childs Co. ...	2,800	13 1/2	13 1/2	14 1/2
Cudahy Pack.	500	41 1/2	41 1/2	41 1/2
First Nat. Strs.	3,500	50 1/2	50 1/2	50 1/2
Gen. Foods...	6,100	43 1/2	42 1/2	42 1/2
Gobel Co. ...	21,700	6 1/2	5 1/2	6 1/2
Gr.A.&P. 1st Pfd.	...	113 1/2	111 1/2	113 1/2
Do. New ...	230	113 1/2	111 1/2	110 1/2
Hormel, G. A.	...	...	...	22
Hygrade Food.	1,600	5 1/2	5	5 1/2
Kroger G. & B.	4,600	23 1/2	23	24
Libby McNeill.	25,550	14 1/2	13 1/2	14 1/2
Mickelberry Co.	3,950	4	3 1/2	4 1/2
M. & H. Pfd.	140	7 1/2	7 1/2	7 1/2
Morrell & Co.	100	45	45	46
Nat. Leather..	4,250	2	1 1/2	2
Nat. Tea	6,800	10 1/2	10	10 1/2
Proc. & Gamb.	5,500	62	61 1/2	63 1/2
Do. Pr. Pfd..	10	117 1/2	117 1/2	117 1/2
Rath Pack. ...	...	...	...	33
Safeway Strs.	4,800	43 1/2	43 1/2	43 1/2
Do. 5% Pfd.	20	100 1/2	100	101 1/2
Do. 6% Pfd.	60	111	111	111 1/2
Do. 7% Pfd.	120	112	111 1/2	113
Stahl Meyer ..	1,100	4 1/2	4 1/2	4 1/2
Swift & Co. ...	9,750	27 1/2	27 1/2	27 1/2
Do. Intl. ...	3,550	31	30 1/2	31 1/2
Trans. Pork ...	...	...	...	9
U. S. Leather.	3,900	8 1/2	8 1/2	7 1/2
Do. A.	18,200	17 1/2	16 1/2	15 1/2
Do. Pr. Pfd.	500	103	103	101 1/2
Weason Oil ..	2,700	47	46 1/2	47
Do. Prd. ...	100	81 1/2	81 1/2	81
Wilson & Co.	43,700	11 1/2	11 1/2	11
Do. Pfd. ...	100	88 1/2	88 1/2	88

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The National Provisioner

PROVISIONS AND LARD ★

WEEKLY MARKET REVIEW

FUTURES market for hog products, particularly lard, was quite active and again under pressure during the past week. Prices moved into new low ground for the downturn with September lard at a new low for the season. Bearish hog news had much influence on the market's trend. Hog runs have continued liberal and hog prices have worked lower.

There were complaints of a slow cash trade in meats, which is not altogether surprising during the Lenten season, but the demand for cash lard was also reported slow, especially in the West. Indications were that stocks continued to accumulate. Speculative buying power was kept down considerably by this news. The grain markets turned downward and this added to depressing conditions within the hog products market. There was no particular foreign demand during the week and less indication of any likely demand from Germany.

Commission house liquidation was very apparent at times. This liquidation, with persistent packer hedging, uncovered stop loss orders in lard. Support was largely of a scale down character, but lard showed a disposition to recover when grains strengthened. The rallies, however, did not get very far as offerings increased on the upturns in the market.

At times, relative strength in cotton oil was of assistance to lard prices. There were indications that Eastern speculative accounts were buying lard futures against sales of cotton oil. However, the market felt the lack of the large speculative buying power that existed earlier in the season. It was quite apparent that interests which apparently secured good profits on the long side of lard some weeks ago were not yet inclined to take hold again.

Hog Volume Holds Up

Hogs continued to come to market in considerable volume during the past week. Receipts at Western packing points last week totaled 341,200 head compared with 289,500 head the previous week and 307,000 the same week last year. February receipts at the 11 leading markets, including Chicago, thus far have totaled 952,700 head compared with 862,570 the same time last year.

The average weight of hogs received at Chicago last week was 239 lbs. compared with 233 lbs. a year ago.

Top hogs at Chicago eased to 10.05c during the week compared with 10.40c the previous week. Average price of hogs at Chicago at the end of last week was 10.10c, against 10.15c the previous week, 10.50c a year ago, 8.75c two years ago, and 4.45c three years ago.

The February report of the U. S. Department of Agriculture said that 5,000,000 more hogs were slaughtered in October, November and December than a year ago. The report spoke of possible smaller slaughter in early spring and late summer. The department stated that more than half the corn crop had been used up by January 1, and that stocks on farms on that date were 810,000,000 against 1,400,000,000 bu. a year ago.

The trade appeared less confident of any important lard demand from Germany. The impression prevailed that Germany would be more inclined to buy nuts and oilseeds. It would thereby obtain the needed fats and the animal feed as well.

PORK.—Demand was fair and the market steady at New York. Mess was quoted at \$31.00 per barrel; family, \$32.00 per barrel, and fat backs \$25.00@28.00 per barrel.

LARD.—Demand was fair at New York but the market was barely steady. Prime Western was quoted at 12.40@12.50c; middle Western, 12.30@12.40c; New York City in tierces, 12½@12¾c, in tubs, 12½@12¾c; refined Continent, 12½; South America, 12¾c; Brazil kegs, 13c; shortening in car lots, 13¼c, and smaller lots, 13½c.

HOG PRICE SITUATION

Any advance in hog prices which may occur during the next two months probably will be small, says the U. S. Bureau of Agricultural Economics in its February hog situation summary. Present stocks of pork in cold storage will tend to offset the effect of smaller supplies coming to market. Some decline in prices may occur in late April and May when hogs from last fall's pig crop begin to appear on the market in large volume.

If 1937 corn crop prospects are favorable, market supplies of hogs in late summer will be smaller than a year earlier, and hog prices in this period probably will advance to the highest levels for the present marketing year (through September). In view of the short supply of feed grains this winter and the continued low price of hogs in comparison with feed prices, the number of sows to farrow this spring probably will be smaller than the number farrowing last spring by at least 5 percent. That was the figure of decrease indicated by the pig crop report of last December. But if corn production this year is about average or greater than average, a considerable increase in the 1937 fall pig crop will occur.

At Chicago regular lard in round lots was quoted at 15c under March, loose lard at 75c under March, and leaf lard at 1.20 under March.

(See page 32 for later markets.)

BEEF.—Demand was fair at New York and the market was steady with family quoted at \$17.50@18.50 per barrel.

BEEF SUPPLIES AND PRICES

Marketing of better grades of grain-fed cattle probably will be curtailed considerably in the next six months because of current short feed grain supplies, the U. S. Bureau of Agricultural Economics points out in its February beef cattle outlook. For the year 1937, inspected cattle and calf slaughter is expected to be smaller than the record slaughter of 1936, but larger than average for the 10 years 1924-1933.

Cattle prices in 1937 are expected to average 10 to 20 per cent higher than in 1936, according to the bureau. This assumption is based on the more limited slaughter and probable improvement in consumer demand. Advance in prices of better grades of slaughter cattle which began in late 1936 will continue or at least be well maintained in the first half of 1937, while prices of lower grade cattle probably will advance seasonally in the next three or four months, the report states.

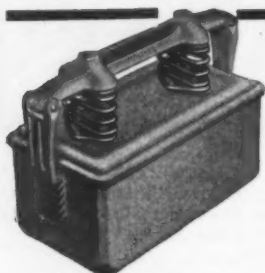
No increase in imports of Canadian cattle over the 1936 import is looked for by the bureau and the supply may be smaller because of a reduction in the number of Canadian fed cattle available for shipment. Large supplies of canned beef in the Argentine are likely to be available for shipment in the United States because of reduction in Argentine shipments of chilled beef to the United Kingdom.

Changing quality of the steer run at Chicago is shown by the Chicago Daily Drovers Journal by percentages of the various grades available the middle of February compared with five preceding periods as follows:

	Choice and prime.	Good.	Medium.	Com. mon.
Week Feb. 20, '37.....	15.6	28.5	43.3	12.6
Jan., 1937.....	26.9	29.7	30.0	13.4
Dec., 1936.....	38.9	24.9	23.9	12.3
Nov., 1936.....	53.5	21.5	16.0	9.0
July, 1936.....	28.7	49.0	15.0	7.3
Feb., 1936.....	2.5	33.8	48.8	14.9

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of February 20, 1937, totaled 159,400 lbs.; greases 211,600 lbs.; stearine none; tallow none.



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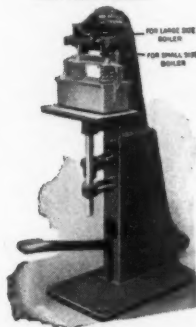


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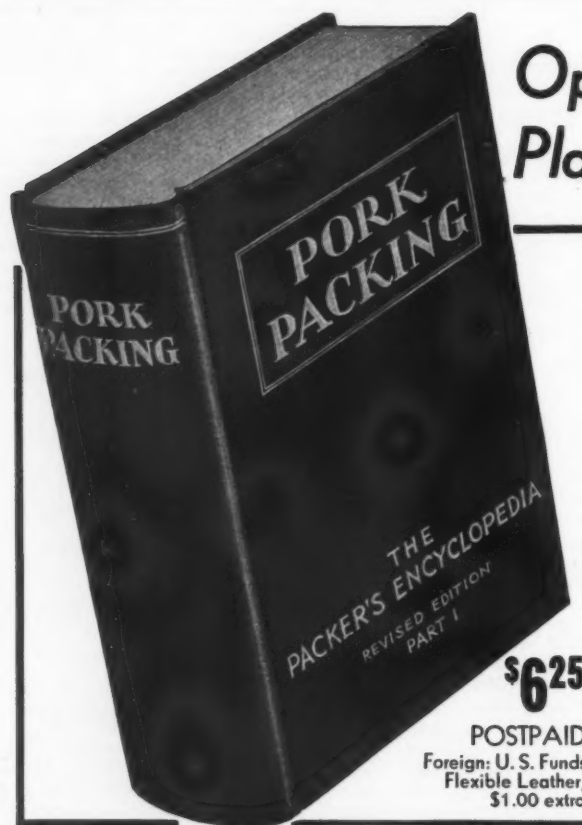
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THE NATIONAL PROVISIONER

407 South Dearborn Street, Chicago, Illinois

Hog Cut-Out Results

WITH the drop in hog prices in the last half of the current period, average hog costs fell below those of a week ago and cut-out values were better although the loss per head on heavier hogs was nearly \$1.

Product markets have been steady to weak with limited sales. High hog market reached on Monday was due to the very small runs owing to the holiday and storm conditions in many shipping areas. However, on the following days of the week supplies were considerably heavier than were looked for. These contained many good weighty butchers.

High top for the week was made on Monday when good butchers sold up to \$10.50. This declined to the low time on the third day when the top was \$10.05 and good 180 to 300 lb. hogs sold freely at \$9.80 to \$9.90. On the closing day the market rallied somewhat, with a top of \$10.15 and most good hogs around 10c higher than the previous day.

Packers can look at results here shown based on Chicago costs and selling prices and realize if their values have the same relationship that the price of product is too low in the light of hog costs. One-half cent per pound more on all product, or even ¼c more, would make a very different story in cut-out results; would place no burden on

the retailer and certainly not on the ultimate consumer.

The test shown on this page is worked out on the basis of good hogs at Chicago and green product values on that market with representative charges and credits.

SALVADOR HAM DUTY CUT

A 77 per cent reduction in the duty on hams and shoulders, excluding canned, has been granted by Salvador as one of its concessions in a reciprocal trade agreement with the United States. The new Salvador duty on hams is now \$12 per 100 gross kilos, compared with an old duty of \$51.40. The agreement is the sixteenth under the reciprocal trade agreement act of 1934, and becomes effective 30 days after proclamation by the two countries.

U. S. INSPECTED HOG KILL

At 8 points week ended Feb. 19, 1937:

	Week ended Feb. 19, 1937.	Prev. week.	Cor. week, 1936.
Chicago	103,632	106,160	57,698
Kansas City, Kansas.....	29,347	31,052	36,856
Omaha	25,164	23,428	22,362
St. Louis & East St. Louis.....	72,312	56,530	41,791
Sioux City.....	15,045	10,951	10,489
St. Joseph.....	10,283	12,272	14,114
St. Paul.....	36,118	21,374	18,629
N. Y., Newark and J. C.....	46,285	40,922	36,612
Total	538,186	502,689	238,551

MEAT INSPECTED IN JANUARY

Meat and meat food products prepared under federal inspection during January, 1937.

	Jan., 1937. lbs.
Meat placed in cure:	
Beef	10,375,157
Pork	187,428,838
Smoked and/or dried meat:	
Beef	5,199,078
Pork	92,642,460
Bacon sliced	16,822,584
Sausage:	
Fresh finished	10,901,927
Smoked and/or cooked.....	42,488,634
Dried or semi-dried.....	9,232,218
Meat loaves, head cheese, chill con carne, jellied products, etc.....	8,687,080
Cooked meat:	
Beef	1,202,773
Pork	10,586,486
Canned meat and meat products:	
Beef	8,538,515
Pork	13,811,633
Sausage	3,241,830
Soup	29,747,271
All other	4,585,143

Lard:	
Rendered	86,533,382
Refined	47,157,170
Oleo stock	11,994,284
Edible tallow	6,890,676
Compound containing animal fat.....	44,969,284
Oleomargarine containing animal fat...	5,177,607
Miscellaneous	4,291,421

Watch Classified page for bargains.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive
180-220 lbs.				220-260 lbs.			260-300 lbs.		
Regular hams	14.00	17.1	\$ 2.39	13.70	16.9	\$ 2.31	13.40	16.6	\$ 2.22
Picnics	5.70	12.4	.71	5.40	12.0	.65	5.10	12.0	.61
Boston butts	4.00	17.1	.68	4.00	17.1	.68	4.00	17.1	.68
Loins (blade in).....	9.80	18.1	1.77	9.50	17.0	1.62	9.00	16.1	1.45
Bellies, S. P.....	11.00	17.9	1.97	9.70	17.6	1.71	4.00	17.4	.70
Bellies, D. S.....	.....	.....	.....	2.00	15.0	.30	9.40	15.0	1.41
Fat backs.....	1.00	9.3	.09	3.00	9.9	.30	5.00	11.3	.57
Plates and jowls.....	2.50	9.8	.25	2.50	9.8	.25	3.00	9.8	.29
Raw leaf.....	2.10	10.6	.22	2.20	10.6	.23	2.10	10.6	.22
P. S. lard, rend, wt.....	11.80	11.5	1.36	11.60	11.5	1.33	10.70	11.5	1.23
Spareribs	1.60	11.3	.18	1.60	11.3	.18	1.50	11.3	.17
Trimnings	3.00	10.3	.31	2.80	10.3	.29	2.70	10.3	.28
Feet, tails, neckbones.....	2.00	.....	.08	2.00	.....	.08	2.00	.....	.08
Offal and misc.....	.....	.....	.40	.....	.....	.40	.....	.....	.40
TOTAL YIELD AND VALUE.....	68.50		\$10.53	70.00		\$10.33	71.00		\$10.31
Cost of hogs per cwt.....		\$10.09			\$10.11			\$10.08	
Condemnation loss .....		.05			.05			.05	
Handling & overhead.....		.60			.55			.50	
TOTAL COST PER CWT ALIVE		\$10.74			\$10.71			\$10.63	
TOTAL VALUE		10.53			10.33			10.31	
Loss per cwt.....		.21			.38			.32	
Loss per hog.....		.42			.91			.90	

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News

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CHICAGO PROVISION MARKETS

Reported by The National Provisioner Daily Market Service

CASH PRICES

Based on actual carlot trading Thursday, February 25, 1937.

REGULAR HAMS.

	Green.
8-10	19
10-12	18 1/2
12-14	17 1/2
14-16	17 1/2
16-18	17 1/2
18-20	17 1/2
20-22	17 1/2
22-24	17 1/2
24-26	17 1/2
26-28	17 1/2
28-30	17 1/2
30 and up	17 1/2

BOILING HAMS.

	Green.
16-18	17
18-20	17
20-22	17
22-24	17
24-26	17
26-28	17
28-30	17
30 and up	17

SKINNED HAMS.

	Green.
10-12	19 1/2
12-14	19 1/2
14-16	19 1/2
16-18	19 1/2
18-20	19 1/2
20-22	19 1/2
22-24	19 1/2
24-26	19 1/2
26-28	19 1/2
28-30	19 1/2
30 and up	19 1/2

PICNICS.

	Green.
4-6	12 1/2
6-8	12 1/2
8-10	12 1/2
10-12	12 1/2
12-14	12 1/2
14-16	12 1/2
16-18	12 1/2
18-20	12 1/2
20-22	12 1/2
22-24	12 1/2
24-26	12 1/2
26-28	12 1/2
28-30	12 1/2
30 and up	12 1/2

BELLIES.

(Square cut seedless)
(S. P. 1/4 c under D. C.)

	Green.
6-8	18 1/2
8-10	18 1/2
10-12	18 1/2
12-14	18 1/2
14-16	18 1/2
16-18	18 1/2
18-20	18 1/2
20-22	18 1/2
22-24	18 1/2
24-26	18 1/2
26-28	18 1/2
28-30	18 1/2
30 and up	18 1/2

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.
14-16	16	16 1/2
16-18	16	16 1/2
18-20	16	16 1/2
20-22	16	16 1/2
22-24	16	16 1/2
24-26	16	16 1/2
26-28	16	16 1/2
28-30	16	16 1/2
30-32	16	16 1/2
32-34	16	16 1/2
34-36	16	16 1/2
36-38	16	16 1/2
38-40	16	16 1/2
40-42	16	16 1/2
42-44	16	16 1/2
44-46	16	16 1/2
46-48	16	16 1/2
48-50	16	16 1/2

D. S. FAT BACKS.

	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
6-8	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
8-10	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
10-12	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
12-14	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
14-16	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
16-18	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
18-20	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
20-22	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
22-24	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
24-26	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
26-28	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
28-30	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
30-32	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
32-34	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
34-36	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
36-38	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
38-40	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
40-42	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
42-44	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
44-46	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
46-48	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2
48-50	10 1/2	11 1/2	12 1/2	13 1/2	14 1/2

OTHER D. S. MEATS.

	35-45	15 1/2 n	16 1/2 n
Extra Short Cuts	35-45	15 1/2 n	16 1/2 n
Extra Short Ribs	35-45	15 1/2 n	16 1/2 n
Regular Plates	6-8	11 1/2	12 1/2
Clear Plates	4-6	10 1/2	11 1/2
Jowl Butts	10-12	12 1/2	13 1/2
Green Square Jowls	12-14	13 1/2	14 1/2
Green Rough Jowls	14-16	14 1/2	15 1/2

LARD.

	12.15n	11.55n	13.00n	11.00n
Prime Steam, cash	12.15n	11.55n	13.00n	11.00n
Prime Steam, loose	12.15n	11.55n	13.00n	11.00n
Refined, boxed, N. Y.—Export	12.15n	11.55n	13.00n	11.00n
Neutral, in tierces	12.15n	11.55n	13.00n	11.00n
Raw Leaf	12.15n	11.55n	13.00n	11.00n

FUTURE PRICES

SATURDAY, FEBRUARY 20, 1937.

	Open.	High.	Low.	Close.
LARD—				
Mar. ... 12.37 1/2	12.37 1/2	12.20	12.20ax	
May ... 12.60-62 1/2	12.62 1/2	12.45	12.45b	
July ... 12.85-87 1/2	12.87 1/2	12.70	12.70b	
Sept. ... 13.07 1/2	13.07 1/2	12.95	12.95	
CLEAR BELLIES—				
May ... 16.70	16.70	16.60	16.37 1/2ax	
July ... 16.70	16.70	16.60	16.60ax	

MONDAY, FEBRUARY 22, 1937.

Holiday. No market.

TUESDAY, FEBRUARY 23, 1937.

	Open.	High.	Low.	Close.
LARD—				
Mar. ... 12.30	12.30	12.15	12.15ax	
May ... 12.45-47 1/2	12.52 1/2	12.40	12.42 1/2b	
July ... 12.75-77 1/2	12.77 1/2	12.62 1/2	12.67 1/2ax	
Sept. ... 13.00	13.00	12.87 1/2	12.90b	
CLEAR BELLIES—				
May ... 16.37 1/2	16.37 1/2	16.35	16.35	
July ... 16.65	16.65	16.65	16.65	

WEDNESDAY, FEBRUARY 24, 1937.

	Open.	High.	Low.	Close.
LARD—				
Mar. ... 12.10	12.27 1/2	12.10	12.27 1/2	
May ... 12.40	12.50	12.37 1/2	12.50ax	
July ... 12.60	12.75	12.60	12.75	
Sept. ... 12.85	13.00	12.85	12.97 1/2-13.00	
CLEAR BELLIES—				
May ... 16.30	16.30	16.27 1/2	16.27 1/2	
July ... 16.52 1/2	16.52 1/2	16.50	16.50	

THURSDAY, FEBRUARY 25, 1937.

	Open.	High.	Low.	Close.
LARD—				
Mar. ... 12.27 1/2-30	12.37 1/2	12.25	12.25b	
May ... 12.55-60	12.62 1/2	12.50	12.55b	
July ... 12.80	12.87 1/2	12.75	12.82 1/2	
Sept. ... 13.07 1/2-10	13.10	12.97 1/2	13.07 1/2	
CLEAR BELLIES—				
May ... 16.27 1/2	16.27 1/2	16.27 1/2	16.27 1/2	
July ... 16.50	16.50	16.50	16.50	

FRIDAY, FEBRUARY 26, 1937.

	Open.	High.	Low.	Close.
LARD—				
Mar. ... 12.32 1/2	12.40	12.32 1/2	12.40	
May ... 12.62 1/2	12.72 1/2	12.60	12.65b	
July ... 12.85-90	12.95	12.85	12.90ax	
Sept. ... 13.07 1/2	13.17 1/2	13.07 1/2	13.15ax	
Oct. ... 13.15	13.20	13.15	13.20ax	
CLEAR BELLIES—				
May ... 16.30	16.30	16.30	16.30	
July ... 16.55	16.55	16.55b	16.55b	

Key: ax, asked; b, bid; n, nominal; —, split.

HOG CUTTING TEMPERATURES

What are proper temperatures for cutting hogs? See "PORK PACKING," The National Provisioner's pork plant book.



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ALSO 41 OTHER CITIES

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PORK PRODUCTS EXPORTS

Week ended Feb. 20, 1937. Week ended Feb. 22, 1936. Nov. 1, 1936 to Feb. 20, 1937.

To	Week ended Feb. 20, 1937.	Week ended Feb. 22, 1936.	Nov. 1, 1936 to Feb. 20, 1937.
PORK.			
United Kingdom	25	10	205
Continent	25	215	
Total	25	215	

BACON AND HAM.

	M lbs.	M lbs.	M lbs.
United Kingdom	3,649	2,406	47,185
Continent			72
West Indies	2	3	130
Other Countries			1
Total	3,651	2,409	47,388

LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom	900	2,521	32,406
Continent	23	353	1,331
8th. and Ctl. America	40		361
West Indies	191	37	1,718
Other Countries			1
Total	1,153	2,911	35,818

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York		276	159
New Orleans			229
W. St. John		2,507	454
Halifax		868	311

Total week	3,651	1,153
Previous week	3,760	1,396
2 weeks ago	4,082	1,698
Cor. week 1936	25	2,400

SUMMARY NOV. 1, 1936 TO FEB. 20, 1937.

	1936 to 1937.	1936 to 1937.	De-crease.
Pork, M lbs.	43	143	100
Bacon and Hams, M lbs.	47,388	33,099	14,289
Lard, M lbs.	35,818	31,203	4,615

MEAT IMPORTS AT NEW YORK

For week ended February 20, 1937:

Point of origin.	Commodity.	Amount Lbs.
Argentina—S. P. pork butts		32,900
Canada—Smoked bacon		4,199
—Fresh chilled pork cuts		14,224
—Pork sausage		535
—Fresh frozen beef cuts		48,288
—S. P. pork ham		6,000
—Fresh chilled beef liver		55
Denmark—Cooked ham in tins		6,665
England—Smoked bacon		7,787
—Meat paste in glass jars		700
Germany—Smoked sausage		338
—Smoked ham		1,118
—Cooked sausage in tins		338
—Cooked ham in tins		49,760
Holland—Cooked ham in tins		53,048
—Jellied veal in tins		36
Hungary—Prepared meats in tins		1,238
—Cooked ham in tins		45,075
Italy—Smoked sausage		14,627
Lithuania—Fresh frozen pork cuts		120,552
—Liverpaste in tins		780
—Cured pork sides		5,840
Poland—Cooked ham in tins		603,048
—Smoked sausage		655
—Smoked bacon		22,799
—Tinned luncheon meat		36,216
—S. P. pork bellies		15,454

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended February 20, 1937, were as follows:

	Week Feb. 20.	Prev. week.	Same week '36.
Cured meats, lbs.	12,063,000	12,628,000	13,099,000
Fresh meats, lbs.	46,237,000	37,503,000	34,009,000
Lard, lbs.	1,267,000	1,467,000	840,000

Week Ending February 27, 1937

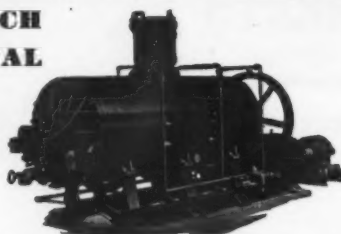
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PACKER DOLLAR SALES UP

Packer dollar sales during January were 5 per cent greater than in December, and above any month since October, 1930, according to the regular monthly survey of the Federal Reserve Bank of Chicago. January production of packinghouse commodities declined to a level 4 per cent under 1936, but tonnage sold was only slightly smaller than production. General price level of packinghouse products was higher than a month earlier. Inventories showed more than a seasonal gain on February 1, and were nearly double those for 1936.

At the close of January there was a 1 per cent decline in the number of packinghouse workers and wage payments and 2 per cent in the number of hours worked from the level prevailing at the end of December.

Shipments of lard and cured pork to Great Britain were further reduced in January but the tonnage sent to Cuba and Puerto Rico increased. Continental trade in animal products from the United States remained small but Cuban and Puerto Rican demand continued good with prices up to parity with Chicago. Inventories of U. S. meats and animal products abroad showed a decrease on February 1.

SWIFT EMPLOYE VACATIONS

More than 31,000 hourly-paid employees of Swift & Company will have vacations of one, two or three weeks this year in accordance with a new vacation program announced by president G. F. Swift. These vacations are not the payless kind. It is now possible for all employees who work by the hour to enjoy vacations of one, two or three weeks, depending on length of service with the company. Employees of as-

sociated companies are also included. The plan, which goes into effect immediately, is a broadening of the vacation program which has been in force for 14 years.

"We are happy to announce this program," said Mr. Swift, "which is the result of recommendations originally made by representatives of the employees and management in the various plant assemblies. All workers who have 2 years or more of continuous service will receive one week's vacation with pay. Those with 5 years' service get two weeks. The 3-week vacation goes to women with 15 years' steady employment, and to men with 20 years' service. Salaried and office workers also receive vacations."

According to Mr. Swift this means that approximately 18,000 hourly-paid employees will take a week's vacation this year; 12,000 others to get two weeks; and 1,500 get three weeks.

"The vacation plan for hourly workers is not new with us," says Mr. Swift. "It was new in 1923, when, on the advice of the assemblies of employe and management representatives, we started a modest program. This is another accomplishment of the employe representation plan, which has for 15 years enabled management and workers to cooperate to their mutual interest, to iron out differences and solve all problems referring to wages, hours, working conditions and complaints."

MORE MEAT EDUCATION

More than 53,000 people were reached with lecture-demonstrations on meat by the National Live Stock and Meat Board during the first six weeks of 1937, in 26 cities of 13 states. Record attendance of retail meat dealers was made at St.

Louis, when 823 retailers were present at a lecture-demonstration. Special interest was shown in the subject of pricing retail cuts, as well as in demonstrations of new styles in meat cuts, window and counter displays, etc. Much interest is being evidenced by housewives, home economics students and professional and business men in special lectures and demonstrations designed to interest the particular group.

Plans for other types of meat education and for inspiring interest in meat are included in the 14th National Meat Story Contest and the 2nd National Meat Poster Contest, now in the hands of high school home economics and art teachers in every state.

High school home economics students entering the meat story contest this year have the choice of five different subjects: "Why the Growing Child Needs Meat," "Modern Methods of Meat Cookery," "Know Your Meat Cuts," "Value of Meat in the Diet," and "Meat—the Center of the Menu." Entries will be scored on the basis of subject matter of story, method of presentation, and neatness. In the meat poster contest, students competing must submit a poster showing the food value of meat. The importance of meat in the diet from the standpoint of protein, iron, phosphorus, calories, flavor, etc., are suggested as subjects for posters. Scholarships are to be awarded the winners in each contest.

TALLOW AND GREASES

(Loose, basis Chicago.)

	Per lb.
Edible tallow	@ 9 1/2
Prime packers tallow	@ 9 1/2
No. 1 tallow, 10% f.f.a.	@ 9 1/2
Special tallow	@ 9 1/2
Choice white grease	@ 9 1/2
A-White grease, 4 acid	@ 9 1/2
B-White grease, maximum 5% acid ..	@ 9
Yellow grease, 16-20 f.f.a.	@ 8 1/2
Brown grease, f.f.a.	@ 8 1/2

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New York City

TALLOW AND GREASES ★

WEEKLY MARKET REVIEW

TALLOW.—A moderate volume of trade but a strong market prevailed in tallow at New York during the past week. The last official business in extra was at 9c, delivered, an advance of ¼c. Offerings were limited as business to outside points was reported passing at as high as 9¼c, delivered. Some were asking higher than the latter figure in the local market. Consumers were moving cautiously because of light offerings and sellers' high ideas, and were not inclined to look around for round lots at the moment.

Little or no business was reported in foreign tallows at New York during the week. On Wednesday there were offerings of South American No. 1 at 5.80c, c.i.f. New York. However, sales were reported of 200 tons of South American edible tallow at 6c, c.i.f. Atlantic and Gulf ports, with intimations that more business was imminent. South American edible was ¼c lower than business done here during the previous week.

At New York, special was quoted at 8¼c@9¼c nominal; extra 9@9¼c delivered; edible, 10c nominal.

Trade in tallow was quiet at Chicago although there was fair business early in the week. Edible tallow was offered at the market on Thursday with inedible grades less active. Edible tallow was quoted at 9¼c at Chicago on Thursday; fancy, 9¼c; prime packer, 9¼c; special, 9¼c, and No. 1, 9@9¼c.

On the New York Produce Exchange the tallow futures market was off 25 to 35 points. March sold at 8.80c and May at 9.05c.

There was no London tallow auction this week. At Liverpool, Argentine tallow was quoted at 28s 6d, a decline of 6d from the previous week. Australian good mixed, February-March, at 28s 6d, an advance of 3d for the week.

STEARINE.—The market was quiet and steady at New York with a disposition to go slow pending developments. Oleo was quoted at 10¼c nominal, or about unchanged from the previous week.

At Chicago, market for stearine was weaker. Prime oleo stearine was quoted at 10@10¼c on Thursday.

OLEO OIL.—Trade was routine at New York during the week and the market had little feature or change. Extra was quoted at 12¼@13¼c; prime, 12¼@13c, and lower grades, 11¼@12¼c.

At Chicago, demand was fair and the market was steady. Extra was quoted at 13c.

(See page 32 for later markets.)

LARD OIL.—Demand was moderate at New York and the market was a

little irregular with No. 1 barrels quoted at 13c; No. 2, 12¼c; extra, 13¼c; extra No. 1, 13¼c; prime, 16¼c, and winter strained, 13¼c.

NEATFOOT OIL.—Demand was fair and the market was slightly better at New York during the past week with cold stick quoted at 17¼c; extra, 13¼c; No. 1, 13¼c; pure, 14¼c, and special, 13¼c.

GREASES.—The market was rather quiet and a routine affair at New York. There were few indications of any important business passing. However, some felt that quiet trading was going on. On Tuesday, it was reported that bids of 8¼c for yellow and house had been refused. The market was called 8¼c nominal on Wednesday. Tallow was firmer and there was no pressure of any grease offerings on the market. Supplies overhanging the market are believed to be light and the impression exists that consumers will soon be in the market to replenish stocks.

At New York, choice white grease was quoted at 9¼c; A white, 9¼c; B white, 9¼c, and yellow and house, 8¼@8¾c nominal.

At Chicago, trading in greases was extremely quiet. Choice white grease and yellow greases remain about unchanged in slow trade. On Thursday choice white grease was quoted at 9¼@9¼c; A white, 9¼c; B white, 9c; yellow, 8¼@8¾c, and brown, 8¼c.

TALLOW FUTURE TRADING

Tallow transactions at New York during week ended February 26.

SATURDAY, FEBRUARY 20, 1937.

	High.	Low.	Close.
Feb.	18.80
Mar.	8.80@9.10
April	19.00
May	9.00@9.35
June	9.05@9.40
July	9.10@9.45

MONDAY, FEBRUARY 22, 1937.

Holiday. No market.

TUESDAY, FEBRUARY 23, 1937.

Feb. ....	.....	.....	19.00
Mar.	8.90	8.90	8.80@8.90
April ....	.....	.....	19.00
May	9.05	9.05	9.00@9.15
June ....	.....	.....	8.05@8.25
July ....	.....	.....	9.15@9.30

WEDNESDAY, FEBRUARY 24, 1937.

Feb. ....	.....	.....	18.75
Mar.	8.80	8.80	8.70@8.90
April ....	.....	.....	18.85
May ....	.....	.....	9.00@9.20
June ....	.....	.....	19.10
July ....	.....	.....	9.10@9.25

THURSDAY, FEBRUARY 25, 1937.

May ....	.....	.....	9.00@9.15
June ....	.....	.....	19.05
July ....	.....	.....	9.10@9.20
Aug. ....	.....	.....	19.15

FRIDAY, FEBRUARY 26, 1937.

Mar. ....	.....	.....	8.05@9.00
May ....	.....	.....	9.00@9.05
July ....	.....	.....	9.05@9.15

†Nominal.

BY-PRODUCTS MARKETS

Blood.

Chicago, Feb. 25, 1937.

Blood market quiet. South American nominal at \$4.00, c.i.f. usual ports.

	Unit	Ammonia.
Unground	\$	@3.75n

Digester Feed Tankage Materials.

Practically no trading. Buyers offering under quoted prices.

Unground, 10 to 12% ammonia...	\$3.75@4.00 & 10c
Unground, 8 to 10%, first quality.	4.00@4.15 & 10c
Liquid stick	@2.25

Packinghouse Feeds

Market quiet at quoted prices.

	Carlots.	Per ton.
Digester tankage meat meal, 60%....	\$	@57.50
Meat and bone scraps, 50%.....		@55.00
Steam bone meal, 65%.....		@30.00
ing, per ton		@47.50
Raw bone meal for feeding.....		@47.50

Dry Rendered Tankage

Market very quiet. Some product sold as high as 90c delivered. Other sales have been reported as being under this figure.

Hard pressed and exp. unground per unit protein	\$.82½@.85
Soft prod. pork, ac. grease & quality, ton	@65.00
Soft prod. beef, ac. grease & quality, ton	@55.00

Bone Meals (Fertilizer Grades).

Market unchanged and quiet.

	Per ton.
Steam, ground, 3 & 50.....	@20.00
Steam, ground, 2 & 26.....	19.00@20.00

Gelatine and Glue Stocks.

Glue stock market steady at quoted prices.

	Per ton.
Calf trimmings	@35.00
Pickled sheep trimmings.....	@30.50
Sinews, plizles	@28.00
Cattle jaws, skulls and knuckles....	30.00@31.00
Hide trimmings	@25.00
Pig skin scraps and trim, per lb., l.c.l.	@5c

Fertilizer Materials.

Market nominal. Prices quoted f.o.b. Chicago.

High grd. tankage, ground,	@\$ 3.50 & 10c
10@11% am.....	
Bone tankage, ungrd., low gr.,	@20.00
per ton	@ 3.25
Hoof meal	

Animal Hair.

Hair continues in good demand, particularly November-March take-off. Next summer's take-off now being contracted.

Coll and field dried hog hair.....	2½@4c
Processed, black winter, per lb.....	@9c
Cattle switches, each*.....	1½@2¼c

*According to count.

Horns, Bones and Hoofs.

Market unchanged, with these prod-

ucts in good demand at steady prices.

	Per ton.
Horns, according to grade.....	\$45.00@75.00
Cattle hoofs	@35.00
Junk bones	20.00@25.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, February 24, 1937.

Dried blood is offered at \$3.80 per unit of ammonia, f.o.b., New York. There is limited buying interest. Stocks are heavy for this time of year.

Very little trading is being done in tankage. Ground tankage is offered at \$4.00 & 10c and unground at \$3.90 and 10c f.o.b., New York.

Feeding buyers are very inactive in the market at present as far as tankage, blood and fish meal are concerned and about the same thing may be said of the fertilizer buyers.

Bone meal, both steamed and raw, is firm in price and foreign offerings are limited except for April-May shipment.

FERTILIZER MATERIALS

BAIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports:	
March, 1937, to June, 1937.....	@27.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	nominal
Blood, dried, 10% per unit.....	@ 3.80
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	4.00 & 10c nom.
Fish meal, foreign, 11% ammonia, 10% B. P. L., c.i.f.....	@55.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A., f.o.b. fish factories.....	3.00 & 50c
Soda nitrate, per net ton; bulk, March, 1937, to June, 1937, inclusive	@25.50
in 200-lb. bags.....	@26.80
in 100-lb. bags.....	@27.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	4.00 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	3.90 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c. i. f.....	@26.00
Bone meal, raw, 4% and 50 bags, per ton, c.i.f.....	@36.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	@ 8.25

Dry Rendered Tankage.

50% unground	@ .90
60% unground	@ .95

ANIMAL OILS

(Basis Chicago.)

	Per lb.
Prime edible	16 1/4
Prime inedible	14
Headlight	14
Prime W. S.	13 1/2
Extra W. S.	13 1/4
Extra lard oil.....	12 3/4
Extra No. 1	12 1/4
No. 1 lard oil.....	12
No. 2 lard oil.....	11 1/4
Acidless tallow	12
20° natsfoot	17
Pure natsfoot	13 1/2
Spec. natsfoot	13
Extra natsfoot	12 1/2
No. 1 natsfoot	12 1/4

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels, f.o.b. Chicago.

OILS USED IN MARGARINE

More cottonseed oil and corn oil were used in margarine manufacture in 1936 than in 1935, about the same quantity of oleo and lard products, and considerably less cocoanut oil. Babassu oil, product of a wild Brazilian palm, was used to the extent of over 16,000,000 lbs. This product is imported without excise tax.

Margarine production in 1936 totaled 393,229,970 lbs. against 381,593,558 lbs. in 1935. Ingredients used in this manufacture in each of the years was as follows:

	1936. Lbs.	1935. Lbs.
Babassu oil	16,059,801	1,838,094
Butter .....	.....	1,824
Cocoanut oil.....	150,464,567	174,314,240
Color	2,395	2,570
Corn oil	1,238,230	31,671
Cottonseed oil	108,106,111	90,504,744
Derivative of glycerine.....	1,140,246	1,221,929
Lecithin	21,492	24,108
Milk	76,385,173	83,308,559
Neutral lard	2,197,966	3,005,083
Oleo oil	18,330,907	18,225,799
Oleo stearine	3,550,347	2,612,150
Oleo stock	1,930,703	2,388,749
Ouricury	441,553	.....
Palm oil	1,401,716	3,100
Palm kernel oil.....	2,400,215	424,581
Peanut oil	4,139,622	4,368,488
Rapeseed oil .....	.....	8,786
Salt	20,044,825	21,075,946
Sesame oil	57,467	77,178
Soda (benzoate of).....	168,236	197,422
Soybean oil	14,261,913	1,739,755
Sunflower seed oil.....	4,515	99,590
Vegetable oil .....	.....	40,213
Total	422,365,786	414,505,743

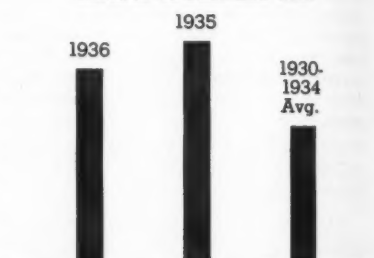
OIL IMPORTS DROP IN 1936

Imports of all foreign fats and oils into the United States during 1936, including the oil equivalent of oilseeds, amounted to 2,310,234,000 lbs., according to preliminary statistics compiled by the U. S. Department of Commerce in its 1936 review of vegetable and competing oils. This was a decrease of 330,000,000 lbs., from 1935 but an increase of 656,000,000 lbs. over the 5-year average of 1930-34.

Vegetable oil imports during 1936 totaled 1,394,261,000 lbs., a decrease of about 78,000,000 lbs. from 1935, but about 520,000,000 lbs. above the 1930-34 average. Receipts of cocoanut oil were lower last year than in 1935 but palm oil imports were greater. Cottonseed oil imports amounted to 127,787,000 lbs. compared with 166,687,000 lbs. in the year 1935.

Oilseed imports amounted to 1,700,322,000 lbs., from which imported raw materials about 722,554,000 lbs. of oil was extracted during the year.

IMPORTS OF FATS AND OILS



Receipts of animal oils, fats and greases (including fish oils) totaled 193,420,000 lbs. compared with 354,813,000 lbs. in 1936. Decline in imports of this class of oils was largely due to decrease in tallow imports from 245,851,000 lbs. in 1935 to 68,936,000 lbs. last year. Receipts of stearic acid also declined in 1936.

Both edible and inedible fats and oils are included in compilation to give a complete picture of the total amounts available to compete with domestic fats and oils. A number of vegetable oils are interchangeable and higher price levels have brought about diversion to edible use of products formerly used for inedible purposes.

JANUARY MARGARINE TAX

Taxes paid on oleomargarine during January, 1937 and 1936 as reported by the Bureau of Internal Revenue:

	1937.	1936.
Excise taxes	\$ 91,215.89	\$ 99,279.35
Special taxes	15,986.90	22,830.26
Total	\$107,202.79	\$122,109.61

Quantity of product on which tax was paid during January, 1937, totaled 62,828 lbs. of colored margarine and 33,962,600 lbs. of uncolored; during the same month a year ago, tax was paid on 58,568 lbs. of colored and 37,329,420 lbs. of uncolored margarine.

Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 50c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago, Ill.

Please send copy of reprint on oil refining and manufacture.

Name

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(Enclosed find 50c in stamps.)

VEGETABLE OILS ★

WEEKLY MARKET REVIEW

COTTONSEED oil futures were traded in good volume during the past week with a barely steady undertone. Prices moved into new low ground for the downturn under persistent liquidation and professional selling. The July and September deliveries established new season's lows. The two chief depressing factors during the past week were the continuance of slow cash oil demand and unsteadiness in lard. The selling came from all directions, and at times ran into stop loss orders.

Indications that lard stocks continued to increase operated against values of edible fats. In the main, however, the oil market was suffering from a lack of aggressive speculative absorption. There was a good class of buying on a scale downward and evidence of some support from refiners at times. The bulk of demand came from shorts and from spreaders who were buying oil and selling cotton in the way of undoing spreads. On the other hand, there were those who were buying lard and selling oil.

It was believed that there was still a good-sized open interest in the March position and that some tenders would be forthcoming. However, refiners' brokers were steadily buying March and selling later months, transferring hedges.

Market Stronger at Midweek

The market took on somewhat of a better undertone around midweek. Selling pressure appeared to have run its course and prices recovered most of losses. There was less liquidation in evidence, and a larger commission house demand. However, there was nothing particularly new in the news surrounding the oil situation. The lard market rallied at times with oil and subsequently was aided by a stronger grain market. Cash lard trade was reported slow in the West.

It was feared that labor trouble in various industries was having some restrictive effect on consumption of edible fats. However, the trade was not taking hold of oil and was still working on supplies on hand, a situation which is likely to continue for another two weeks or so. February oil consumption is expected to show a sharp drop from January and possibly may prove smaller than in February last year.

There was more interest in October oil this week but some believed that the new crop delivery was rather liberally priced, especially with prospects of a larger acreage. However, a good part of the Western cotton belt is in a very dry condition and in need of moisture.

Foreign oil and oilseed markets were very steady. This steadiness and the

fact that coconut oil was very strong in the East and on the West coast attracted some attention. However, cotton oil to a large extent is controlled by lard.

Lard was looked upon as relatively cheap. There have been reports that some of the large bakers have shifted from shortening to pure lard. If this is correct it will show up subsequently in reduced consumption of cotton oil. At any rate, the statistical position is such that there is very little likelihood of any shortage of oil between now and the time that the new crop begins to move.

COCOANUT OIL.—A very tight situation prevailed in this oil at New York with the Philippines still offering sparingly. Copra was strong and quoted as high as 6.10c on the Pacific coast. Nearby oil at New York was last traded at 9½c, and forward shipment at 8½c.

SOYA BEAN OIL.—Trade was moderate with the market steady. Buyers' ideas were around 9½c and mills were quoting 10c, New York.

CORN OIL.—The market was rather quiet but very steady at New York and quoted at 10½@10¾c.

PALM OIL.—There was a little more buying interest in the New York market and the situation continued very firm. Nigre oil for shipment was quoted at 5.85c, or higher. Nearby Sumatra was purely nominal and forward shipment was quoted at 7c.

PALM KERNEL OIL.—The market

was quiet with shipment oil unchanged at 7.40c.

OLIVE OIL FOOTS.—A lack of offerings featured the market at New York. This was partly the result of a new Italian tax on foots. The last nominal level at New York was 12c.

PEANUT OIL.—Demand was rather moderate due to pressure from competing oils. Peanut oil was quoted around 10½c, New York.

COTTONSEED OIL.—Valley crude was quoted Wednesday at 9.75 asked; Southeast 9.75 nominal; Texas 9.75 nominal at common points, Dallas 9.87½ nominal.

Market transactions at New York:

Friday, February 19, 1937

Sales.	—Range—		—Closing—	
	High.	Low	Bid.	Asked.
Mar.	33	1082	1069	1071 a 1074
April . . . . .	....	....	....	1070 a nom
May	63	1082	1067	1071 a trad
June . . . . .	....	....	....	1075 a nom
July	78	1089	1076	1079 a trad
Aug. . . . .	....	....	....	1075 a nom
Sept.	53	1083	1070	1072 a 1073
Oct.	5	1070	1058	1059 a 58tr

Saturday, February 20, 1937

Mar.	8	1071	1068	1068 a 69tr
April . . . . .	....	....	....	1070 a nom
May	43	1071	1067	1069 a trad
June . . . . .	....	....	....	1070 a nom
July	31	1079	1077	1078 a trad
Aug. . . . .	....	....	....	1070 a nom
Sept.	27	1071	1068	1068 a trad
Oct. . . . .	....	....	....	1055 a 1060

Monday, February 22, 1937

Holiday. No Market.

Tuesday, February 23, 1937

Mar.	65	1077	1068	1069 a 68tr
April . . . . .	....	....	....	1070 a nom
May	39	1079	1072	1073 a 1074
June . . . . .	....	....	....	1075 a nom
July	110	1088	1080	1081 a trad
Aug. . . . .	....	....	....	1080 a nom
Sept.	59	1084	1075	1077 a trad
Oct.	8	1075	1066	1066 a trad

Wednesday, February 24, 1937

Mar.	69	1078	1070	1074 a trad
April . . . . .	....	....	....	1080 a nom
May	20	1087	1067	1086 a trad
June . . . . .	....	....	....	1090 a nom
July	102	1094	1084	1092 a trad
Aug. . . . .	....	....	....	1085 a nom
Sept.	39	1090	1081	1087 a trad
Oct.	28	1082	1070	1080 a 1084

Thursday, February 25, 1937

Mar. . . . .	....	1084	1077	1079 a trad
May . . . . .	....	1092	1086	1089 a nom
July . . . . .	....	1100	1091	1095 a trad
Sept. . . . .	....	1097	1088	1092 a trad
Oct. . . . .	....	1078	1078	1081 a nom

(See page 32 for later markets.)

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., February 25, 1937.

Cotton oil futures scored good advances the past few days on foreign buying, and realization by the trade that futures are far below parity of crude, with little likelihood of sustained declines in either, especially crude. Crude was closely held at 9½c per lb. bid. It is doubtful if 10c per lb. would move round lots. Bleachable is also too low compared to crude, hence holders are indifferent in face of good demand. Oil will quickly follow if hogs and lard advance.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, February 25, 1937.—Forty-three per cent cottonseed cake and meal, basis Dallas, for interstate shipment, \$37.00. Prime cottonseed oil was quoted at Dallas at 9½c bid.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were steadier during the latter part of the week with renewed commission house demand, a better tone in cotton oil and lighter hog receipts on account of climatic conditions. Packers continue to hedge lard and cash demand is reported moderate. Top hogs at Chicago, \$10.25.

Cottonseed Oil

Cotton oil steadier with commission house buying, scattered covering, lighter offerings and a better tone in lard. Ten March tenders issued but readily taken care of; cash oil demand quiet. Southeast and Valley crude, 9% @ 9% c; Texas, 9% c nominal.

Quotations on bleached cottonseed oil at close of market on Friday were: Mar. \$10.87; May, \$10.99; July, \$11.04; Sept., \$10.99 @ 11.00; Oct., \$10.90 @ 10.92 sales. Tone firm; sales 140 lots.

Tallow

Tallow, extra 9c lb., del., sales.

Stearine

Stearine, 10% c lb. nominal.

Friday's Lard Markets

New York, Feb. 26, 1937.—Prices are for export. Lard, prime Western \$12.55 @ 12.65; middle Western, \$12.45 @ 12.55; City 12% c; refined Continent, 12% c; South American, 12% c; Brazil kegs, 13c; compound, 13% c in carlots.

BRAZIL SEEKS PORK SALES

Brazil, already a competitor of the United States in pork product sales abroad, will attempt to secure any unused portion of the American share in British pork imports, according to a report to the U. S. Department of Commerce from its attache at Rio de Janeiro. The government of Brazil may try to arrange with Great Britain and the United States so that the unsupplied portion of this country's quarterly quota on pork exports to Great Britain will revert to Brazil during such period as a shortage of pork in the United States prevents exports from reaching the quota figure.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to February 26, 1937: To the United Kingdom, 150,720 quarters, to the Continent, 17,557. Last week to United Kingdom 53,607 quarters; to the Continent, 63,376.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, February 26, 1937—General provision market continues dull and weak, with very poor demand for A. C. hams and extremely slow demand for pure lard.

Friday's prices were: Hams, American cut, 91s; hams, long cut, exhausted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 79s; Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 69s; Canadian Cumberlands, 67s; spot lard, 62s.

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, February 23, 1937.—Refined cottonseed oil, 32s. Egyptian crude cottonseed oil was quoted on the market at 29s.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended February 26, 1937, totaled 85,000 pounds of lard and 138,000 pounds of bacon.

Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes 1/8c per pound on a car of product he has saved \$37.50.

If he makes 1/4c a pound on a car, he has made \$75.00.

The same is true of the seller. If he knows the market, and gets the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1c a pound, he saves \$300 on a car.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at 1/4c variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Feb. 26, 1937, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended, Feb. 26.	Prev. week.	Cur. week, 1936.
Spr. nat. str.	@16 1/4 n	@16 1/4 n	13 1/4 @ 13 1/4 n
Hvy. nat. str.	@16	@16	@13
Hvy. Tex.	@16	@16	@13
str.	@16	@16	@13
Hvy. butt	@16	@16	@13
brnd'd str.	@16	@16	@13
Hvy. Col.	@15 1/4 b	@15 1/4 b	@12 1/4
str.	@15 1/4 b	@15 1/4 b	@12 1/4
Ex-light Tex.	@13 1/4 b	@13 1/4 b	@10 1/4
str.	@13 1/4 b	@13 1/4 b	@10 1/4
Hvy. nat. cows	@14 1/4	@14	@11 1/4
str.	@14 1/4	@14	@10 1/4
Lt. nat. cows	@12	@12	9 @ 9 1/4
Nat. bulls	@11	@11	8 @ 8 1/4
Brnd'd bulls	@22 1/4	@22 1/4	19 1/4 @ 21 1/4
Califskins	@25 1/4	@25 1/4	19 1/4 @ 21 1/4
Kips, nat.	@10 1/4	@10 1/4	@12
Kips, ov-wt.	@15 1/4	@15 1/4	@12
Kips, brnd'd	@14	@14	@10 1/4
Slunks, reg.	@1.27 1/2	@1.27 1/2	@1.06
Slunks, hrls.	@.55	@.55	@.35
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	13 1/4 @ 14	13 1/4 @ 14	9 1/4 @ 10
Branded	13 @ 13 1/4	12 1/4 @ 13 1/4	9 @ 9 1/4
Nat. bulls	10 @ 10 1/4	10 @ 10 1/4	7 @ 7 1/4
Brnd'd bulls	9 @ 9 1/4	9 @ 9 1/4	7 @ 7 1/4
Califskins	21 1/4 @ 21 1/4	21 @ 21 1/4	17 1/4 @ 18 1/4
Kips	15 @ 15 1/4	15 @ 15 1/4	11 1/4 @ 11 1/4
Slunks, reg.	1.05 @ 1.15 n	1.05 @ 1.15 n	75 @ 80 n
Slunks, hrls.	40 @ 50 n	40 @ 50 n	20 @ 25 n

COUNTRY HIDES.

Hvy. steers	11 @ 11 1/4	10 1/4 @ 11	8 @ 8 1/4
Hvy. cows	11 @ 11 1/4	10 1/4 @ 11	8 @ 8 1/4
Butts	12 @ 12 1/4	11 1/4 @ 12	8 1/4 @ 9
Extremes	13 @ 13 1/4	12 @ 13	9 1/4 @ 9 1/4
Bulls	9 1/4 @ 9 1/4	9 1/4 @ 9 1/4	6 @ 6 1/4
Califskins	15 @ 15 1/4	14 1/4 @ 15	12 @ 12 1/4
Kips	12 @ 12 1/4	12 @ 12 1/4	9 @ 9 1/4
Light calf	1.10 @ 1.25 n	1.10 @ 1.25 n	75 @ 80 n
Deacons	1.10 @ 1.25 n	1.10 @ 1.25 n	75 @ 80 n
Slunks, reg.	.80 @ 90 n	80 @ 90 n	50 @ 60 n
Slunks, hrls.	.15 @ 25 n	15 @ 25 n	10 @ 15 n
Horsehides	4.75 @ 5.75	4.75 @ 5.75	3.30 @ 4.00

SHEEPSKINS.

Pkr. lambs	2.50 @ 2.60	2.55 @ 2.70	2.40 @ 2.60
Sm. pkr.	2.00 @ 2.10	2.00 @ 2.25	1.90 @ 2.10
Pkr. shearings	1.50 @ 1.50	1.50 @ 1.50	1.10 @ 1.10
Dry pelts	.23 @ .24	.23 @ .24	18 1/4 @ 19

N. Y. HIDE FUTURE MARKETS

Saturday, Feb. 20, 1937—Close: Mar. 15.48 n; June 15.85 sale; Sept. 16.16 sale; Dec. 16.41 n; Mar. (1938) 16.63 n; sales 134 lots. Closing 13 @ 18 higher.

Monday, Feb. 22, 1937—Holiday.

Tuesday, Feb. 23, 1937—Close: Mar. 15.35 n; June 15.72 @ 15.73 sales; Sept. 16.04 @ 16.08; Dec. 16.27 n; Mar. (1938) 16.50 n; sales 189 lots. Closing 12 @ 14 lower.

Wednesday, Feb. 24, 1937—Close: Mar. 15.34 n; June 15.71 sale; Sept. 16.04 sale; Dec. 16.30 n; Mar. (1938) 16.52 n; sales 75 lots. Closing 1 lower to 3 higher.

Thursday, Feb. 25, 1937—Close: Mar. 15.34 n; June 15.69 @ 15.70 sales; Sept. 16.00 sale; Dec. 16.23 b; Mar. (1938) 16.46 n; sales 43 lots. Closing unchanged to 7 lower.

Friday, Feb. 26, 1937—Close: Mar. 15.25 n; June 15.61 @ 15.65; Sept. 15.94 sale; Dec. 16.21 @ 16.30; Mar. (1938) 16.44 n; sales 34 lots. Closing 2 @ 9 lower.

Watch Classified page for good men.

The National Provisioner

HIDES AND SKINS ★

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—Trading in the packer hide market was on a moderate scale, with a total of 52,000 hides reported so far, but the fact that half of the entire movement consisted of the less desirable winter native steers indicates the firmness of the market in general. Heavy native cows were cleaned up into kill early in the week at $\frac{1}{4}$ c advance, while one packer moved couple cars Jan. light native cows late in the week at a similar $\frac{1}{4}$ c advance; butt branded and native steers sold at steady prices, these being the only descriptions available at steady prices throughout the week. Bids at last trading prices were declined on most other descriptions.

All packers participated in the sale of 25,400 mostly Dec.-Jan. native steers at 16c, steady price; these winter native steers are moving rapidly as compared with last year, helped along by the strength in the South American market. Extreme light native steers last sold at $\frac{1}{4}$ c but cleaned up now.

Total of 15,000 Jan.-Feb. butt branded steers were moved by two packers at 16c, steady; packers not as keen now to take steady money for this description. Colorados are in light supply and bids at $\frac{1}{4}$ c, last trading price, declined. Heavy Texas steers last sold at 16c, light Texas steers at $\frac{1}{4}$ c, and extreme light Texas steers $\frac{1}{4}$ c; unsold stocks very light and none offered.

Heavy native cows have been in demand by speculators and the market was cleaned up into kill early this week when 8,100 Feb. sold at $\frac{1}{4}$ c, or $\frac{1}{4}$ c up; Association sold 1,000 Feb. also at $\frac{1}{4}$ c. Bids of 14c steadily declined for light native cows and one packer sold 1,600 late this week at $\frac{1}{4}$ c, or $\frac{1}{4}$ c up; further business may possibly occur later on this basis. Bids of $\frac{1}{4}$ c also declined all week for branded cows, asking 14c.

Bulls were cleaned up last week at 12c for natives and 11c for branded bulls.

At the last week-end, an Indiana packer moved 7,000 Jan.-Feb. light native cows at $\frac{1}{4}$ c, and 2,000 branded cows at $\frac{1}{4}$ c, these being washed hides on which there is usually a premium of $\frac{1}{4}$ cent.

Cattle receipts at seven western markets for first four days this week were 110,000, as against 105,000 a week ago and 108,000 last year.

A strike voted by shoe workers throughout Massachusetts and New Hampshire around mid-week appeared to be rather short-lived; according to latest information, most of the strikers went back to work after being out one day.

OUTSIDE SMALL PACKER HIDES.

—Some sales of outside small packer hides from western points reported this week at $\frac{1}{4}$ c, selected, del'd Chicago, with more offered at $\frac{1}{4}$ c; good stock from points east of here wanted at $\frac{1}{4}$ c, selected, f.o.b. shipping points, to possibly $\frac{1}{4}$ c for choice lots, brands $\frac{1}{4}$ c less. Chicago take-off around 14c nom.

PACIFIC COAST.—Last trading in Pacific Coast market, previous week, was at 14c for steers and $\frac{1}{4}$ c for cows, flat, f.o.b. shipping points, around 15,000 involved; most of Jan. stock moved earlier at $\frac{1}{4}$ c less.

FOREIGN WET SALTED HIDES.—South American market stronger again this week. A pack of 4,000 Anglos sold early mid-week at 105 pesos, equal to $\frac{1}{4}$ c, c.i.f. New York, as against 103 pesos or $\frac{1}{4}$ c@ $\frac{1}{4}$ c paid for Anglos reported late last week. Later, 4,000 LaPlatas and 2,000 Wilson steers sold to the States at 106 pesos or $\frac{1}{4}$ c@ $\frac{1}{4}$ c. Unsold stocks generally light and market firm.

COUNTRY HIDES.—The country market has a stronger undertone this week and slightly higher prices paid in a moderate trade. The strong prices paid previous week for the government owned drought hides helped to firm up the country market, despite the fact that country hides coming out now are more grubby. Sales of untrimmed all-weights reported early in week at $\frac{1}{4}$ c, selected, delivered, Chicago, but a few cars lighter average sold at $\frac{1}{4}$ c, and at least one car reported at $\frac{1}{4}$ c later. Heavy steers and cows quoted 11@ $\frac{1}{4}$ c, trimmed. Sales of buff weights reported at 12c, trimmed, but $\frac{1}{4}$ c was also paid in a limited way. Buffs are not in as good demand as extremes, which sold at $\frac{1}{4}$ c trimmed for couple cars and apparently none obtainable under this figure now, although some still quote 13c and claim the $\frac{1}{4}$ c price paid only for especially fine stock. Bulls around $\frac{1}{4}$ c@ $\frac{1}{4}$ c flat; glues 8@ $\frac{1}{4}$ c flat. All-weight branded hides quoted $\frac{1}{4}$ c@ $\frac{1}{4}$ c; although none reported sold over $\frac{1}{4}$ c yet, hard to find offerings at $\frac{1}{4}$ c.

CALFSKINS.—The calfskin market is firmer but trading will be necessary to establish the position of the market. One packer at the close of last week sold 3,500 Jan. River point heavies, $\frac{1}{4}$ c/15 lb., at $\frac{1}{4}$ c, steady; Jan. northern heavies last sold at 24c, lights under $\frac{1}{4}$ lb. at $\frac{1}{4}$ c, and southern all-weights 18c, and packers are well sold up to Feb. 1st. At the Paris calfskin auction this week prices were 1% to 2% higher than a month ago.

Chicago city calfskins advanced a half-cent this week when one collector sold a car 8/10 lb. at $\frac{1}{4}$ c, also car 10/15 lb. at $\frac{1}{4}$ c; market well cleaned

up and collectors indicate will ask 22c on next offerings. Outside cities, 8/15 lb., quotable around $\frac{1}{4}$ c@ $\frac{1}{4}$ c; mixed cities and countries $\frac{1}{4}$ c@ $\frac{1}{4}$ c; straight countries $\frac{1}{4}$ c@ $\frac{1}{4}$ c flat. Chicago city light calf and deacons last sold at \$1.57 $\frac{1}{2}$, with \$1.60 now talked although apparently none offered.

KIPSKINS.—Packers are well sold up to Feb. 1st on kipskins, with last trading at $\frac{1}{4}$ c for Jan. northern natives, $\frac{1}{4}$ c for northern overweights, southern a cent less, branded 14c. Market appears to have a firmer undertone and higher prices will undoubtedly be asked for Feb. kips.

Chicago city kipskins last sold at $\frac{1}{4}$ c and stocks light; one collector is offering a car at $\frac{1}{4}$ c and reports 15c bid. Outside cities around $\frac{1}{4}$ c; mixed cities and countries $\frac{1}{4}$ c@ $\frac{1}{4}$ c; straight countries $\frac{1}{4}$ c@ $\frac{1}{4}$ c flat.

Packer Jan. regular slunks last sold at \$1.27 $\frac{1}{2}$.

HORSEHIDES.—Market generally steady to firm, with choice city renderers with full manes and tails usually quoted \$5.60@5.75, selected, f.o.b. nearby good sections; ordinary trimmed renderers \$5.10@5.35 delivered Chicago; mixed city and country lots \$4.75@5.00 Chicago.

SHEEPSKINS.—Dry pelts around 23@24c per lb., delivered Chicago. Big packer shearlings appear firm at unchanged prices; offerings still rather light and will be for a month or more; one packer reported a car this week at steady prices, No. 1's \$1.50, No. 2's \$1.20 and No. 3's 90c. Pickled skins sold down to \$7.00 per doz. but market has firmed up later this week and sales reported at \$7.25 per doz. packer lambs and this price reported available for more; a report of trading at \$7.50 appears to lack confirmation so far. Packer lamb pelts appear easy, with last reported sale of Feb. pelts by an outside packer at \$3.35 per cwt. live lamb; buyers' ideas are lower for March pelts, usually down to \$3.00 per cwt. live lamb. One buyer late this week reported about 5,000 outside packer late Feb. and March pelts at \$3.00 per cwt. live lamb, or around \$2.55 each; also smaller western packer lot at down to \$2.80 per cwt. Outside small packer pelts usually quoted around \$2.00@2.10 each, current take-off.

New York

PACKER HIDES.—One packer still holding Jan. native steers and another packer entire Jan. production, with holders' ideas reported around $\frac{1}{4}$ c for native and butt branded steers and 16c for Colorados. No action as yet on Feb. hides.

CALFSKINS.—Calfskin market stronger and advances of around 10c paid early in week on collectors' calf; a few packer calf moved at $\frac{1}{4}$ c@ $\frac{1}{4}$ c advance. Collectors sold about 30,000 skins, with 5-7's at \$1.75 and later \$1.85, 7-9's at \$2.35@2.40, and 9-12's at \$3.10. Packers sold 6,000, at \$2.65 for 7-9's and \$3.30 for 9-12's, with 5c higher asked later.

★

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

Week

Top Prices

Toronto	\$ 7.50	\$ 7.00	\$ 7.00
Montreal	7.25	7.25	6.00
Winnipeg	7.00	7.00	5.25
Calgary	6.50	7.00	5.00
Edmonton	6.00	6.00	4.75
Prince Albert	4.75	4.75	3.85
Moose Jaw	5.50	4.50	4.50
Saskatoon	5.00	5.25	4.00

VEAL CALVES.

Toronto	\$10.50	\$10.50	\$12.00
Montreal	9.50	10.00	10.00
Winnipeg	8.00	8.00	9.00
Calgary	7.25	7.25	5.50
Edmonton	7.00	7.00	7.00
Prince Albert	5.00	4.00	...
Moose Jaw	6.50	6.00	7.00
Saskatoon	7.00	7.00	6.00

BACON HOGS.

Toronto	\$ 8.50	\$ 8.50	\$ 9.10
Montreal (1)	8.60	8.60	9.00
Winnipeg (1)	8.00	7.75	8.50
Calgary	7.75	7.50	8.00
Edmonton	7.60	7.50	7.85
Prince Albert	7.75	7.50	8.00
Moose Jaw	7.75	7.50	8.25
Saskatoon	7.75	7.50	8.00

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.

Toronto	\$ 9.75	\$10.00	\$ 9.00
Montreal	9.00	9.50	8.50
Winnipeg	8.50	8.50	7.50
Calgary	7.75	7.75	7.00
Edmonton	7.75	8.00	7.25
Prince Albert	7.50	7.75	...
Moose Jaw	7.50	7.50	...
Saskatoon	7.00	6.25	5.00

Week ended February 20, 1937:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ended Feb. 20.....	170,000	381,000	251,000
Previous week.....	175,000	387,000	271,000
1936	191,000	356,000	248,000
1935	170,000	317,000	282,000
1934	202,000	584,000	293,000

At 11 markets:

	Hogs.
Week ended Feb. 20.....	296,000
Previous week.....	327,000
1936.....	289,000
1935.....	260,000
1934.....	516,000
1933.....	420,000
1932.....	553,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Feb. 20.....	113,000	261,000	153,000
Previous week.....	118,000	275,000	173,000
1936.....	128,000	252,000	169,000
1935.....	121,000	229,000	202,000
1934.....	154,000	452,000	190,000
1933.....	123,000	366,000	238,000
1932.....	132,000	501,000	261,000

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 25,039 cattle, 3,730 calves, 39,880 hogs and 26,824 sheep.

See Classified page for good men.

The National Provisioner

CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Feb. 25, 1937—At 22 concentration points and 9 packing plants in Iowa and Minnesota undertone in hog trade was rather slow most of the week despite sharply curtailed receipts during the first four days. Prices compared with last Saturday were generally 5@10c lower, spots steady. Current values, good to choice, 200 to 290 lb. hogs mostly \$9.60@9.75 at plants and stations, some first hand dealer bids down to around \$9.50; long haul plant deliveries \$9.80 or slightly higher and off car consignments \$9.95; 290 to 350 lb. hogs by truck, \$9.40@9.65; 180 to 200 lb., \$9.45@9.65; 160 to 180 lb., mixed quality, \$8.50@9.40 and comparable light lights, \$7.75@8.50. Packing sows generally \$9.05@9.25 off trucks and \$9.40 or slightly higher off cars.

Receipts week ended February 25, 1937.

	This week.	Last week.
Friday, Feb. 19.....	25,400	23,400
Saturday, Feb. 20.....	16,000	28,800
Monday, Feb. 22.....	25,400	54,900
Tuesday, Feb. 23.....	12,500	16,100
Wednesday, Feb. 24.....	23,100	15,300
Thursday, Feb. 25.....	14,300	30,700

NEW YORK LIVE STOCK

Receipts week of February 20, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	3,690	7,858	5,906	18,656
Central Union.....	2,125	1,251	.....	7,074
New York.....	185	2,403	19,112	5,557
Total.....	6,000	11,012	25,018	31,087
Last week.....	5,936	9,777	20,313	49,373
Two weeks ago.....	5,644	9,985	21,824	32,467

PACIFIC COAST LIVESTOCK

Receipts during the five days ended February 19, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles.....	5,052	1,241	1,174	1,472
San Francisco.....	1,885	15	2,175	4,030
Portland.....	2,830	200	2,580	4,325

DIRECTS—Los Angeles: Cattle, 101 cars; hogs, 107 cars; sheep, 70 cars. San Francisco: Cattle, 215 head; calves, 55 head; hogs, 1,775 head; sheep, 2,270 head.

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics)

WESTERN DRESSED MEATS

		NEW YORK.	PHILA.	BOSTON.
STEERS, carcass	Week ending Feb. 20, 1937.....	9,058	2,347	2,003
	Week previous.....	7,698½	2,306	2,116
	Same week year ago.....	8,238	2,068	2,427
COWS, carcass	Week ending Feb. 20, 1937.....	1,436	1,500	2,640
	Week previous.....	1,867	1,428	2,705
	Same week year ago.....	1,453	847	1,583
BULLS, carcass	Week ending Feb. 20, 1937.....	313	401	1
	Week previous.....	261¾	336	49
	Same week year ago.....	211	158	5
VEAL, carcass	Week ending Feb. 20, 1937.....	12,064	1,991	985
	Week previous.....	17,110	2,056	719
	Same week year ago.....	11,850	1,854	479
LAMB, carcass	Week ending Feb. 20, 1937.....	38,576	15,972	11,410
	Week previous.....	43,683	15,179	13,083
	Same week year ago.....	30,983	11,143	16,194
MUTTON, carcass	Week ending Feb. 20, 1937.....	1,504	353	651
	Week previous.....	3,380	620	1,080
	Same week year ago.....	2,812	.....	1,001
PORK CUTS, lbs.	Week ending Feb. 20, 1937.....	1,996,690	516,377	268,043
	Week previous.....	2,015,673	479,114	249,381
	Same week year ago.....	1,388,349	.....	326,653
BEEF CUTS, lbs.	Week ending Feb. 20, 1937.....	297,452	.....	.....
	Week previous.....	523,840	.....	.....
	Same week year ago.....	496,707	.....	.....

LOCAL SLAUGHTERS

CATTLE, head	Week ending Feb. 20, 1937.....	8,852	2,071	.....
	Week previous.....	8,716	2,028	.....
	Same week year ago.....	8,024	2,187	.....
CALVES, head	Week ending Feb. 20, 1937.....	12,780	2,608	.....
	Week previous.....	11,409	2,917	.....
	Same week year ago.....	13,357	2,166	.....
HOGS, head	Week ending Feb. 20, 1937.....	45,558	16,287	.....
	Week previous.....	41,336	14,368	.....
	Same week year ago.....	36,083	13,248	.....
SHEEP, head	Week ending Feb. 20, 1937.....	52,864	2,954	.....
	Week previous.....	56,866	3,560	.....
	Same week year ago.....	53,886	4,133	.....

LIVESTOCK AND DRESSED MEAT PRICES COMPARED

Prices of steers, lambs and hogs, Chicago, compared with wholesale and retail fresh meat prices, New York, during January, 1937:

	Average prices live animals per 100 lbs. Chicago.			Average wholesale prices of carcasses per 100 lbs. New York.			Composite retail price in cents per lb. New York.		
	Jan., 1937.	Dec., 1936.	Jan., 1936.	Jan., 1937.	Dec., 1936.	Jan., 1936.	Jan., 1937.	Dec., 1936.	Jan., 1936.
Steers—									
Choice.....	\$12.79	\$11.78	\$12.82	\$18.52	\$16.74	\$17.21	\$34.71	\$33.16	\$35.14
Good.....	11.05	10.46	10.65	15.90	14.93	14.71	29.82	28.85	30.14
Medium.....	8.97	8.65	8.23	13.34	12.47	12.00	23.54	22.50	24.00
Lambs—									
Choice.....	10.42	9.05	10.71	16.02	14.20	18.98	27.89	26.74	28.82
Good.....	10.16	8.69	10.24	15.05	13.27	18.00	23.85	23.07	25.43
Medium.....	9.27	7.89	9.58	14.12	12.20	16.97	19.90	19.38	22.90
Hogs—									
Good.....	10.33	10.10	9.92	20.99	20.34	21.92	26.28	26.32	29.34



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THE SALE'S IN THE BAG IF IT'S A BEMIS BAG

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, February 20, 1937, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,413	3,388	6,824
Swift & Co.	3,084	4,120	12,287
Morris & Co.	1,470	.....	4,486
Wilson & Co.	4,528	3,823	7,851
Anglo-Amer. Prov. Co.	858	.....	.....
G. H. Hammond Co.	2,293	.....	.....
Shippers	10,551	12,301	8,147
Others	11,895	30,135	8,580

Brennan Packing Co., 1,221 hogs; Western Packing Co., Inc., 2,650 hogs; Agar Packing Co., 4,860 hogs.

Total: 37,672 cattle; 6,478 calves; 62,498 hogs; 48,175 sheep.

Not including 235 cattle, 580 calves, 36,969 hogs and 1,456 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,951	534	1,471	4,920
Cudahy Pkg. Co.	1,910	957	767	5,129
Morris & Co.	953	520	1,583	.....
Swift & Co.	1,702	986	1,013	4,753
Wilson & Co.	2,187	1,355	569	4,502
Indpt. Pkg. Co.	.....	.....	213	.....
Kornblum Pkg. Co.	1,029	.....	.....	.....
Others	3,958	171	2,938	2,114

Total 13,690 4,523 6,971 23,001

Not including 27,069 hogs bought direct.

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	3,297	6,090	8,199
Cudahy Pkg. Co.	4,635	3,713	7,685
Dold Pkg. Co.	969	3,753	.....
Morris & Co.	1,486	7	1,607
Swift & Co.	4,526	3,294	6,529
Others	14,050	.....	.....

Eagle Pkg. Co., 10 cattle; Gt. Omaha Pkg. Co., 113 cattle; Geo. Hoffman Pkg. Co., 26 cattle; Lewis Pkg. Co., 494 cattle; Omaha Pkg. Co., 146 cattle; John Roth & Sons, 73 cattle; So. Omaha Pkg. Co., 90 cattle; Lincoln Pkg. Co., 362 cattle; Wilson & Co., 66 cattle.

Total: 16,291 cattle and calves; 30,906 hogs; 19,030 sheep.

Not including 6,741 hogs and 3,226 sheep bought direct.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,527	1,428	5,361	1,708
Swift & Co.	2,753	2,573	5,050	2,023
Morris & Co.	1,078	195	823	.....
Hunter Pkg. Co.	1,230	671	4,347	106
Hell Pkg. Co.	.....	.....	2,157	.....
Krey Pkg. Co.	.....	.....	2,473	.....
Laclede Pkg. Co.	.....	.....	1,601	.....

Total 11,177 7,479 64,356 5,123

Others 3,176 109 28,085 577

Shippers 1,418 2,503 14,479 709

Not including 1,442 cattle, 4,459 calves, 38,973 hogs and 1,807 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,589	674	5,300	11,073
Armour and Co.	1,960	676	4,944	5,827
Others	1,248	22	608	446

Total 4,777 1,372 10,942 17,346

Not including 95 calves bought direct.

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,160	335	5,264	2,357
Armour and Company	1,923	291	5,541	1,663
Swift & Co.	1,710	324	5,856	2,296
Others	290	12	97	9
Shippers	1,258	8	9,078	87

Total 7,350 970 23,016 6,352

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,143	1,009	2,124	842
Wilson & Co.	1,894	975	2,088	595
Others	243	27	862	1

Total 4,280 2,011 4,774 938

Not including 37 cattle and 949 hogs bought direct.

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,429	4,381	8,823	5,238
Cudahy Pkg.	794	1,801	249	.....
Swift & Co.	4,014	7,225	11,722	7,130
M. Rifkin & Co.	280	33	.....	.....
United Pkg. Co.	1,867	842	.....	.....
Others	5,226	753	19,841	8,550

Total 14,620 14,535 40,635 15,888

Not including 7 cattle, 92 calves, 1066 hogs and 351 sheep bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,301	1,111	1,216	927
Dold Pkg. Co.	731	75	837	.....
Wichita D. B. Co.	13	.....	.....	.....
Dunn-Osterberg	112	.....	373	.....
Fred. W. Dold	115	.....	.....	.....
Sunflower Pkg. Co.	53	.....	103	.....
So. West Beef Co.	20	.....	.....	.....
Pioneer Cattle Co.	19	.....	.....	.....

Total 2,364 1,186 2,531 927

Not including 2,331 hogs and 241 sheep bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	887	172	1,873	8,244
Swift & Co.	722	188	3,525	11,052
Cudahy Pkg. Co.	843	134	1,565	1,447
Others	1,141	244	1,586	313

Total 3,593 738 8,549 21,056

FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,993	1,274	4,160	4,538
Swift & Co.	2,900	1,453	4,458	5,256
City Pkg. Co.	200	143	273	.....
Blue Bonnet Pkg. Co.	123	113	192	1
H. Rosenthal Pkg. Co.	72	20	127	.....

Total 6,048 3,003 9,210 9,795

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,070	6,834	10,248	1,170
Armour and Co. Mil.	838	3,428	.....	.....
N. Y. B. D. M. Co.	88	.....	.....	.....
Reading Abattoir Co.	52	.....	.....	.....
R. Gumz & Co.	67	71	.....	5
Shippers	59	22	78	7
Others	715	517	91	62

Total 3,848 10,872 10,417 1,244

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	2,199	837	10,554	2,010
Armour and Co.	1,941	308	1,796	.....
Hilgemeier Bros.	8	.....	1,050	.....
Stumpf Bros.	.....	114	.....	.....
Meler Pkg. Co.	60	4	195	.....
Ind. Pro. Co.	29	7	100	.....
Maass Hartman Co.	29	10	.....	.....
Wabnitz and Deters.	36	70	142	18
Shippers	2,342	1,776	17,393	9,395
Others	597	60	162	33

Total 6,341 2,892 31,506 11,456

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son	.....	27	.....	41
E. Kahn's Sons	805	442	5,935	562
Lohrey Pkg. Co.	79	.....	849	.....
H. H. Meyer Pkg. Co.	15	.....	4,079	.....
J. Schlachter's Son	176	144	.....	32
J. F. Schroth P. Co.	17	.....	2,406	.....
J. F. Stegner & Co.	385	202	.....	10
Shippers	1,111	1,004	6,851	.....
Others	1,490	741	671	137

Total 2,916 2,620 20,235 782

Not including 242 cattle, 84 calves and 791 hogs bought direct.

RECAPITULATION.

CATTLE.

	Week ended Feb. 20.	Prev. week.	Cor. week, 1936.
Chicago	37,672	38,795	33,690
Kansas City	13,690	13,966	13,887
Omaha	16,291	16,181	20,458
East St. Louis	11,177	12,676	13,327
St. Joseph	4,777	5,988	6,494
Sioux City	7,350	8,388	10,065
Oklahoma City	4,280	4,707	5,270
Wichita	2,364	2,501	3,473
Denver	3,593	3,622	4,963
St. Paul	14,620	10,742	12,398
Milwaukee	3,848	5,519	8,014
Indianapolis	6,341	7,882	6,060
Cincinnati	2,916	2,536	3,437
St. Paul	6,048	.....	7,071

Total 134,987 181,453 148,595

*Cattle and calves.

HOGS.

	Week ended Feb. 20.	Prev. week.	Cor. week, 1936.
Chicago	62,498	69,330	52,009
Kansas City	6,971	7,529	16,010
Omaha	30,906	34,356	42,311
East St. Louis	64,356	58,604	49,827
St. Joseph	10,942	15,120	18,162
Sioux City	23,016	22,504	21,077
Oklahoma City	4,774	5,035	8,057
Wichita	2,531	3,314	4,545
Denver	8,549	9,005	8,046
St. Paul	40,635	32,014	27,817
Milwaukee	10,417	9,790	11,096
Indianapolis	31,506	32,262	25,177
Cincinnati	20,235	7,647	12,519
St. Paul	9,210	.....	9,535

Total 326,546 305,510 306,188

SHEEP.

	Week ended Feb. 20.	Prev. week.	Cor. week, 1936.
Chicago	48,175	42,841	32,644
Kansas City	23,001	25,168	25,507

Omaha	10,030	18,298	18,021
East St. Louis	5,123	6,934	9,915
St. Joseph	17,349	20,475	32,424
Sioux City	6,352	12,268	14,920
Oklahoma City	938	1,762	2,888
Wichita	927	1,433	2,556
Denver	21,056	12,528	23,281
St. Paul	15,888	14,068	7,455
Milwaukee	1,244	2,113	2,888
Indianapolis	11,456	13,905	15,710
Cincinnati	782	805	13,711
St. Paul	9,795	.....	2,961

Total 181,118 172,724 185,288

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 15	14,605	1,414	23,858	7,002
Tues., Feb. 16	6,923	2,377	17,824	6,060
Wed., Feb. 17	7,893	1,148	17,202	8,556
Thurs., Feb. 18	6,798	1,640	23,280	13,367
Fri., Feb. 19	1,159	246	11,457	7,920
Sat., Feb. 20	100	100	4,500	500

Total this week 37,568 6,925 97,821 48,843

Previous week 39,685 6,300 105,484 54,436

Year ago 35,717 7,178 77,796 35,029

Two yrs. ago 32,716 8,875 75,567 77,352

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 15	3,537	74	5,247	871
Tues., Feb. 16	2,482	327	1,150	2,533
Wed., Feb. 17	2,544	10	1,405	.....
Thurs., Feb. 18	1,056	173	1,412	835
Fri., Feb. 19	345	77	2,367	1,888
Sat., Feb. 20	100	.....	500	1,000

Total this week 10,651 661 12,081 9,147

Previous week 11,692 442 15,846 9,715

Year ago 9,021 590 12,078 11,841

Two years ago 7,232 1,235 13,038 21,975

Total receipts for February and year to date:

	—February—		Year—	
	1937.	1936.	1937.	1936.
Cattle	110,006	97,800	292,226	268,847
Calves	19,869	17,048	52,567	47,085
Hogs	295,795	204,641	802,380	670,959
Sheep	149,413	137,482	407,625	388,554

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Feb. 20.	\$10.40	\$10.10	\$5.75	\$10.50
Previous week.	10.45	10.15	5.50	10.00
1934	8.45	10.60	4.75	9.85
1935	10.45	8.75	4.85	8.05
1934	5.50	4.45	4.50	9.90
1933	4.70	3.40	2.80	5.35
1932	6.35	3.95	2.75	6.10
Aug. 1932-1936	8.55	6.05	2.50	8.55

RANKING LIVESTOCK MARKETS

Chicago received the largest number of cattle and hogs marketed at any one of the principal markets in 1936, East St. Louis the most calves and Denver the largest number of sheep and lambs.

Standing of the first ten of the markets in cattle receipts was:

	Cattle.
Chicago	2,234,065
Omaha	1,510,555
Kansas City	1,435,847
So. St. Paul	1,106,434
E. St. Louis	913,800
Sioux City	912,253
Fort Worth	657,650
Oklahoma City	518,203
Denver	489,768
St. Joseph	382,181

Hog receipts at the first ten of the principal markets in 1936 were:

	Hogs.
Chicago	4,364,138
E. St. Louis	2,474,228
So. St. Paul	1,994,944
Omaha	1,762,808
Indianapolis	1,542,765
Sioux City	1,382,343
Cincinnati	867,884
St. Joseph	852,042
New York	795,144
Kansas City	737,617

Ranking sheep markets of the country in order of receipts were:

	Sheep.
Denver	3,023,893
Chicago	2,595,393
Ogden, Utah	1,908,804
Jersey City	1,763,148
Omaha	1,617,281
So. St. Paul	1,487,363
Kansas City	1,276,618
St. Joseph	1,048,461
Pittsburgh	938,687
Sioux City	843,031

Markets receiving the largest number of calves were E. St. Louis, So. St. Paul, Jersey City, Chicago, Milwaukee, Fort Worth, Kansas City, Pittsburgh, Buffalo and Oklahoma City, in order named.

SELL YARDS STOCK

Fifty-one per cent of the common stock of General Stockyards Corp., a holding company with large minority interests in six stockyards, was purchased last week from Philip D. and Lester Armour by United Stockyards Corp. The latter firm was recently organized by John DeWitt and already has actual or working control of several of the yards in which General Stockyards has a minority interest.

Sale of shares by the Armours is contingent upon purchase by United Stockyards of balance of General Stockyards common at the same price per share. If plans are completed as contemplated, United Stockyards would acquire majority control of yards at St. Paul, Sioux City, Fort Worth and Toronto and a minority interest in the St. Louis National Stockyards Co. United already holds control of yards at Milwaukee, Portland, So. San Francisco and Brighton, Mass.

FEWER LAMBS ON FEED

Lamb prices probably will advance somewhat during the next three months because of reduced supplies and improved demand for dressed lambs, says the U. S. Bureau of Agricultural Economics in its February summary of the sheep and lamb situation. Number of sheep and lambs on feed January 1, 1937, was slightly smaller than a year earlier. In view of this fact and the large supply marketed in January, the bureau believes slaughter will decrease seasonally from now on until about the first of May and will be smaller than a year ago. Marketings of new crop lambs from California probably will be later than usual this year because of unfavorable weather and feeding conditions. It is expected that there will

be a large market movement of grass-fat Texas yearlings in April and May.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended February 20, 1937.

CATTLE.

	Week ended Feb. 20.	Prev. week.	Cor. 1936.
Chicago	27,356	27,074	24,946
Kansas City	18,213	18,518	18,342
Omaha	16,224	15,255	22,298
East St. Louis	14,740	13,707	16,424
St. Joseph	5,373	7,296	7,038
Sioux City	7,054	7,108	6,171
Wichita	3,550	2,501	4,604
Fort Worth	6,048	2,071	7,071
Philadelphia	2,071	2,028	2,187
Indianapolis	2,227	2,226	2,782
New York & Jersey City	8,852	8,716	8,024
Oklahoma City	6,298	6,722	8,363
Cincinnati	3,066	3,513	3,429
Denver	4,077	4,287	4,958
St. Paul	9,394	8,922	11,283
Milwaukee	3,738	2,160	3,044
Total	138,281	133,183	154,024

*Cattle and calves.

HOGS.

Chicago	103,632	106,160	57,698
Kansas City	29,347	31,052	36,856
Omaha	25,579	24,563	33,899
East St. Louis	72,312	56,530	41,791
St. Joseph	10,258	12,531	15,206
Sioux City	15,047	12,305	12,625
Wichita	4,862	5,239	5,627
Fort Worth	9,210	9,585	9,585
Philadelphia	16,287	14,368	12,248
Indianapolis	11,520	11,561	7,694
New York & Jersey City	46,285	41,336	36,083
Oklahoma City	5,723	5,628	8,057
Cincinnati	13,789	6,164	12,117
Denver	8,547	9,005	8,251
St. Paul	36,118	28,097	22,138
Milwaukee	10,406	9,784	11,096
Total	418,945	374,323	336,924

SHEEP.

Chicago	41,494	45,396	24,960
Kansas City	23,001	25,168	25,507
Omaha	22,122	22,048	21,851
East St. Louis	4,414	5,919	6,266
St. Joseph	16,900	18,453	25,173
Sioux City	6,258	12,086	18,141
Wichita	1,168	1,873	3,056
Fort Worth	9,795	2,961	2,961
Philadelphia	2,954	1,500	1,183
Indianapolis	2,423	2,846	2,428
New York & Jersey City	52,864	56,666	53,886
Oklahoma City	938	1,762	898
Cincinnati	818	641	931
Denver	6,617	7,488	5,678
St. Paul	12,368	13,153	7,012
Milwaukee	1,251	1,604	990
Total	205,376	218,638	198,340

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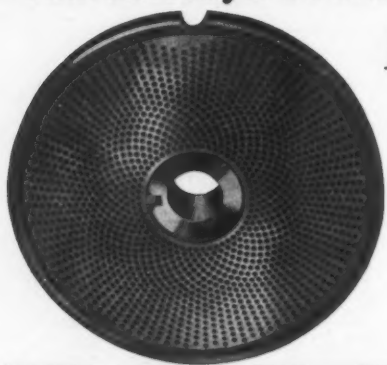
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Up and Down the



MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, Feb. 27, 1897.)

Expectations of heavy receipts of hogs after January 1 were not realized, although provision prices were based largely on prospective large hog receipts.

Armour and Company, Chicago, began manufacture of fertilizer, using their dried blood, bone meal and tankage in conjunction with various chemicals in mixed fertilizers adaptable to various crops.

Butter quotations were included in THE NATIONAL PROVISIONER of this date in the belief that it was a product that should be handled by packinghouses and meat markets.

Chicago storage rates for speculative articles of provisions were 6c per barrel per month for mess pork; lard, 10c per tierce per month; short rib sides, 10c per 100 lbs. the first month and 5c each month thereafter.

In 1896 the Kansas City stock yards received 5,665,000 cattle, 13,060,000 hogs and 5,530,000 sheep.

Value of grease imported into the United States for the fiscal year ended June 30, 1896, was \$1,232,001. Bulk of the import came from the United Kingdom, France and Germany.

Henry C. Thom, general manager for Swift & Company at Kansas City, was transferred to the company's St. Louis plant, being succeeded by assistant manager Fred Wilder.

Meat Packing 25 Years Ago

(From The National Provisioner, March 2, 1912.)

Objection was raised by federal meat inspection service to storage of meat in the same room with cheese and similar products having odors which might penetrate the meat.

White enamel floors were installed in the beef killing beds of the Swift & Company plant at St. Joseph, Mo.

Armour and Company let contracts for erection of branch houses at Pensacola, Fla., and Phoenix, Ariz., and for extension of branch house at Charlottesville, W. Va.

Levinson Packing Co., Newport News, Va., was incorporated with capital stock of \$25,000 by M. Levinson, S. D. Levinson and others.

Newport Packing Co., Kilmarnock, W. Va., was incorporated with capital stock of \$25,000; W. A. Eubank, president.

Ben Weil and his sons, Theodore and

Lee B. Weil, sold their interest in Evansville Packing Co., Evansville, Ind., and incorporated as Weil Packing Co., with capital stock of \$200,000 fully paid up. They formed the Little Rock Stock Yard Co. with \$25,000 paid up capital, and laid plans for a packinghouse. Officers of the company were Ben Weil, president; Theo. Weil, vice-president; Lee B. Weil, secretary and treasurer.

Frederick and M. H. Joseph, New York Butchers Dressed Meat Co., New York, were in Chicago for ten days as witnesses at the packers' trial.

Chicago News of Today

Allen McKenzie, chief of the engineering department of Wilson & Co., is vacationing at Miami, Fla.

President Edward A. Schenk of the Columbus Packing Co., Columbus, O., was a visitor in Chicago during the week.

Col. W. R. Grove, vice president of Wilson & Co., is spending a week in Florida.

Frank Kohrs, president, Kohrs Packing Co., Davenport, Ia., was in Chicago this week.

E. B. McKillip, general office manager for Wilson & Co. at Chicago, passed away on February 19. He was 59 years of age and had been associated with the company since 1924. Burial was on February 23.

Geo. E. Pfaltzgraf, superintendent, Rochester Packing Co., Rochester, N. Y., was in Chicago last week on his return from a tour of Western plants.

Thomas H. Glynn, president, Welsh Packing Co., Springfield, Mo., was a Chicago visitor during the week.

President Frank A. Hunter, Hunter Packing Co., East St. Louis, Ill., was in Chicago during the week.

Frederick C. McDowall, vice president, Foell Packing Co., Chicago, passed away at Tucson, Ariz., on February 16 after a brief illness. He had been in ill health for some time and had gone to Arizona to recuperate. Mr. McDowall was an executive of Morris & Co. in charge of canned meat operations for many years, and after merger of Morris with Armour he became associated with Wm. J. Foell in developing the Foell Packing Co. as an outstanding unit in the meat canning field.

Harry Smith, superintendent, Wilson & Co. plant, Chicago, retired on February 15, after 46 years' service in the industry. He started with the Fowler Packing Co., Kansas City, in 1891. In 1912 he was made foreman of the dry salt curing department of the S. & S. Company, Chicago (now Wilson & Co.), and went to Kansas City in 1916 as

CONQUERING THE FLOOD

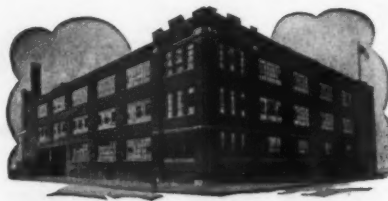
With Louisville under water and outside food supplies cut off, Louisville, Ky. packers came to the rescue with meat supplies for residents and refugees, in addition to salvaging meat supplies in their plant cellars. This boat made 6 trips per day and carried 10,000 lbs. of meat per trip for 7 days from plant of Emmart Packing Co.

Enterprising consumers came to the plant for their supplies, as the picture shows. Truck was used in shallow water between plant dock and boat. All Louisville packers report big business since the flood.



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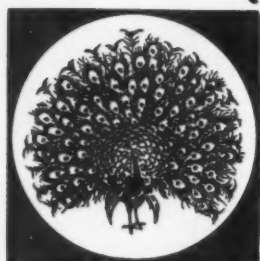
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So that the true meat
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their very best.

SWIFT & COMPANY General Offices: CHICAGO

pork superintendent, being made superintendent of the plant in 1920. He returned to Chicago in 1924 as plant superintendent, and in the 16 years of his service here had endeared himself to every plant executive and employee by his kindly and helpful attitude. Chicago plant employees gave him a farewell luncheon on February 23, and that evening he was guest of honor at a dinner of 100 plant foremen at the Union League Club, at which vice president H. J. Williams presided, along with his successor as superintendent, Chas. L. Cameron. He will spend the summer at his old home in North Ireland, and plans to make his permanent residence in California.

Chas. L. Cameron, who succeeds Harry Smith as superintendent of Wilson & Co.'s Chicago plant, started in the packing industry as a boy with Morris & Co. In 1900 he was smokehouse foreman at the Swift plant at St. Paul, and from 1902 to 1905 with Armour at Duluth. In 1905 he became smokehouse foreman for Wilson & Co. at Chicago. In 1910 he was wool house foreman at New York, and in 1911 was made superintendent of the Chicago wool department. He became manager of the wool department in 1921, and now takes charge of the Chicago plant.

New York News Notes

President R. H. Cabell, secretary E. L. Lalumier, P. L. Bates, produce department, and R. S. Coughenour, dry sausage department, Armour and Company, Chicago, were in New York last week.

A meeting of the sales staff of the produce department of Wilson & Co. was held at the New York plant on February 19 and 20. Those from out of town included vice-president R. F. Eagle and C. L. Simmons, Chicago; L. C. Streitberger, Syracuse; J. P. White, Boston, and R. F. Batdorff, Philadelphia.

R. H. Gifford, head of the branch house sales department, and W. A. Wise, bone-in cuts department, Swift & Company, Chicago, were visitors to New York last week.

H. H. Snodgrass, bakery division, and Ted Tod, advertising department, Wilson & Co., Chicago, were in New York last week.

P. C. Burns, head cattle buyer, Armour and Company, Chicago, visited at the plant of the New York Butchers' Dressed Meat Co. while in the East last week.

Meyer Wax, formerly with Wilson & Co., Paterson, N. J., branch, has been transferred to the company's branch at Asbury Park as manager, replacing P. E. Hamme.

Vice presidents W. J. Cawley and J. D. Cooney; Thomas Freeman, jr., legal department, and T. W. Harrigan, curled hair department, Wilson & Co., Chicago, were in New York last week. Another visitor was F. E. Robinson, sales manager, United Chemical & Organic Products Co., Chicago.

Week Ending February 27, 1937



Elmer Kohn, secretary, Emil Kohn, Inc., and Mrs. Kohn, are enjoying a mid-winter vacation, having left New York on February 19 on an eighteen-day cruise to the West Indies.

Countrywide News Notes

Vice president R. A. Rath, Rath Packing Co., Waterloo, Ia., was a recent visitor at San Diego and Los Angeles, Calif., on a Pacific Coast tour.



PACKER PUGILIST

Jimmy Myers, of the sausage department, Kingan & Co., was entered in the Golden Gloves tournament at Chicago this week and made a good showing. He won the district final at Indianapolis in the welter-weight class. This is the first year the Kingan athletic association has included boxing in its activities.

LONG SERVICE HONORED

Harry Smith, superintendent, Wilson & Co. Chicago plant (right), retiring after 46 years service in the industry, is greeted by vice president H. J. Williams at a dinner to plant foremen given in his honor. Chas. L. Cameron, his successor (left) joins in the greeting.

Campbell Meat Co. is a new concern established at 404 W. Jefferson st., Los Angeles, Calif.

Childress Packing Co., Inc., Childress, Tex., has been incorporated with capital stock of \$6,000 by Will S. Carter, W. H. Newberry, jr., and Benton G. Smith.

Section of Munns Bros. Packing Plant, Lexington, Ky., damaged in a recent fire, will be rebuilt. Damage to the building was estimated at \$35,000. Fire started with an explosion in the smokehouse.

Armour and Company fertilizer plant at Columbia, S. C., was badly damaged in a recent fire. A new plant will be built on the same site.

William Burns is new head cattle buyer for Wilson & Co. at Kansas City, having been transferred there from Omaha, Neb.

W. C. B. Shaaber, manager, Swift & Company, Louisville, Ky., was named by the city's mayor to take charge of purchase, conservation and distribution of food for that community during the recent flood, and was later appointed food administrator there by Red Cross officials.

Wilson & Co. plant at Cedar Rapids, Iowa, had 1,502 visitors during the first half of 1936, of which 727, or over 1 per cent of the total population, were Cedar Rapids residents. Other visitors came mainly from Iowa, but there were 214 from outside the state and two from foreign countries.

D. M. Hildebrand, Seward, Neb., cattleman and a leader in the livestock industry, was re-elected president of the United States Livestock Association at its recent annual meeting at St. Louis. Mr. Hildebrand is also a director of the National Livestock and Meat Board.

RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats in mostly cash and carry stores.

	NEW YORK.			CHICAGO.		
	Jan. 31, 1937.	Jan. 31, 1936.	Jan. 31, 1935.	Jan. 31, 1937.	Jan. 31, 1936.	Jan. 31, 1935.
Beef:						
Porterhouse steak.....	.46	.46	.47	.42	.41	.39
Sirloin steak.....	.41	.40	.40	.37	.35	.34
Round steak.....	.38	.37	.36	.33	.30	.29
Rib roast, 1st 6 cuts.....	.32	.32	.32	.29	.26	.26
Chuck roast.....	.25	.25	.22	.24	.23	.21
Plate beef.....	.14	.16	.13	.15	.14	.13
Lamb:						
Legs.....	.26	.29	.28	.26	.28	.27
Loin chops.....	.39	.40	.44	.36	.39	.38
Rib chops.....	.32	.33	.36	.32	.32	.34
Stewing.....	.13	.13	.12	.14	.16	.15
Pork:						
Chops, center cuts.....	.33	.33	.31	.32	.31	.30
Bacon, strips.....	.37	.41	.33	.36	.39	.32
Bacon, sliced.....	.42	.45	.38	.42	.45	.37
Hams, whole.....	.31	.34	.25	.29	.30	.24
Picnics, smoked.....	.22	.25	.16	.20	.23	.17
Lard.....	.19	.19	.18	.17	.16	.17
Veal:						
Cutlets.....	.46	.46	.42	.38	.38	.36
Loin chops.....	.38	.39	.35	.33	.34	.29
Rib chops.....	.33	.33	.30	.29	.30	.27
Stewing (breast).....	.18	.18	.16	.15	.16	.13

PRODUCE MARKETS

BUTTER.			
	Chicago.	New York.	
Creamery (92 score).....	@33 1/4	@34	
Creamery (90-91 score).....	@31 1/4	@34	
Creamery firsts (88-89 score).....	@31 1/4 @33	32 3/4 @33 1/4	
EGGS.			
Extra firsts.....	21 1/4 @22		
Firsts, fresh.....	21 1/4 @21 1/4	21 1/4 @22 1/4	
Standards.....		23 @23 1/4	
LIVE POULTRY.			
Fowls.....	9 @18	15 @21	
Broilers.....	13 @25	13 @19	
Chickens.....	19 @21	19 @25	
Capons.....	17 @23	16 @24	
Turkeys.....	15 @21	16 @24	
Ducks.....	14 @20	12 @15	
Geese.....	11 @15	11 @14	
DRESSED POULTRY.			
Chickens, 31-42, frozen.....	@19	20 1/4 @21	
Chickens, 43-54, frozen.....	@21 1/4	22 1/4 @22 1/4	
Chickens, 55 & up, frozen.....	@22 1/4	23 1/4 @24 1/4	
Fowls, 31-47, fresh.....	15 1/4 @18	16 @18 1/2	
48-50, fresh.....	@20 1/4	20 1/4 @21	
60 and up, fresh.....	@21	21 @21 1/4	
Turkeys, fresh.....	@22	21 1/4 @24	
Ducks, frozen.....	@18	@18	
Geese, frozen.....	@18		

BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended February 18, 1937:

	Feb. 12.	Feb. 13.	Feb. 15.	Feb. 16.	Feb. 17.	Feb. 18.
Chicago..Holiday	33 1/4	33 1/4	33 1/4	33 1/4	33 1/4	33 1/4
N. Y.....Holiday	34 1/4	34 1/4	34 1/4	34 1/4	34 1/4	34 1/4
Boston.....Holiday	34 1/4	34 1/4	35	35	35 1/4	35 1/4
Phila.....Holiday	34 1/4	34 1/4	35	35	35 1/4	35 1/4
San Fran.....Holiday	34	33 1/2	34	34	34	34

Wholesale prices carlots—fresh & centralized—90 score at Chicago:

	Holiday	33 1/4	33 1/4	33 1/4	33 1/4	33 1/4
Receipts of butter by cities (tubs):						
	This week.	Last week.	Last year.	—Since Jan. 1.—		
				1937.	1936.	
Chicago.	28,558	28,595	34,848	292,239	327,206	
N. Y.....	37,047	35,401	35,349	373,131	419,874	
Boston.	19,150	14,991	14,758	144,271	156,949	
Phila.....	15,054	18,428	13,984	129,809	141,011	
Total.	90,819	97,413	98,731	930,450	1,045,040	

Cold storage movement (lbs.):

	In Feb. 18.	Out Feb. 18.	On hand Feb. 19.	Same week day last year.
Chicago...	9,704	165,331	5,068,999	1,658,767
New York...	22,746	208,370	5,217,827	2,504,107
Boston...	23,808	8,352	391,804	829,086
Phila.....	28,970	31,295	452,190	136,480
Total...	84,228	413,348	11,150,820	5,128,440

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on February 25, 1937:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS, 300-500 lbs.:				
Choice.....	\$16.00@17.50			
Good.....	13.00@16.00			
Medium.....	11.50@13.00		12.50@13.50	
Common (plain).....	10.50@11.50		11.00@12.50	
STEERS, 500-600 lbs.:				
Prime.....	18.00@19.00			
Choice.....	16.00@17.50		17.00@19.00	
Good.....	13.00@16.00		14.00@17.00	
Medium.....	11.50@13.00		12.50@14.00	
Common (plain).....	10.00@11.50		11.50@12.50	
STEERS, 600-700 lbs.:				
Prime.....	17.50@18.50		18.50@19.50	
Choice.....	16.00@17.50		16.50@18.50	17.00@18.50
Good.....	13.00@16.00		14.00@16.50	15.00@16.50
Medium.....	11.00@13.50	13.00@15.00	12.50@14.00	13.00@15.00
STEERS, 700 lbs. up:				
Prime.....	17.50@18.50	18.50@19.50	18.00@19.00	
Choice.....	16.00@17.50	17.00@18.50	16.50@18.00	17.00@18.50
Good.....	13.00@16.00	15.00@17.00	14.00@16.50	15.00@16.50
COWS:				
Choice.....				
Good.....	10.50@11.50	11.50@12.50	12.00@13.00	11.50@12.50
Medium.....	9.50@10.50	10.50@11.50	10.50@12.00	10.50@11.50
Common (plain).....	8.50@9.50	10.00@10.50	9.50@10.50	9.50@10.50
Fresh Veal:				
VEAL:				
Choice.....	13.50@14.50	14.50@16.00	14.00@16.00	14.00@15.00
Good.....	12.50@13.50	13.00@14.50	12.00@14.00	13.00@14.00
Medium.....	11.50@12.50	11.50@13.00	10.50@12.50	11.00@13.00
Common (plain).....	9.50@11.50	9.50@11.50	9.50@10.50	10.00@11.00
Fresh Lamb and Mutton:				
LAMBS, 38 lbs. down:				
Choice.....	17.00@18.00	18.00@19.00	12.50@18.50	18.00@19.00
Good.....	16.00@17.00	17.00@18.00	17.00@17.50	17.50@18.00
Medium.....	15.00@16.00	16.00@17.00	16.00@17.00	16.00@17.00
Common (plain).....	13.00@15.00		15.00@16.00	
LAMBS, 39-45 lbs.:				
Choice.....	16.50@17.00	17.50@18.00	17.00@17.50	17.50@18.50
Good.....	15.50@16.50	16.50@17.50	16.00@17.00	17.00@17.50
Medium.....	14.50@15.50	15.50@16.50	15.50@16.00	16.00@17.00
Common (plain).....				
LAMBS, 46-55 lbs.:				
Choice.....	15.00@16.00	16.00@17.00	16.00@17.00	17.00@17.50
Good.....	14.00@15.00	15.50@16.00	15.00@16.00	16.50@17.00
MUTTON, ewe, 70 lbs. down:				
Good.....	8.00@9.00	9.00@10.00	10.00@11.00	
Medium.....	7.00@8.00	8.00@9.00	8.00@10.00	
Common (plain).....	6.00@7.00	7.00@8.00	7.00@8.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.....	18.00@19.50	18.50@19.00	18.00@19.00	18.00@20.00
10-12 lbs. av.....	17.00@18.50	18.00@19.00	17.50@18.50	18.00@19.50
12-15 lbs. av.....	16.50@18.00	17.00@18.00	16.50@17.50	16.50@17.50
16-22 lbs. av.....	16.00@17.00			
SHOULDERS, N. Y. Style, skinned:				
8-12 lb. av.....	14.50@15.50		15.50@16.50	15.50@16.50
PICNICS:				
6-8 lb. av.....		14.50@15.50		
BUTTS, Boston Style:				
4-8 lb. av.....	17.50@18.50		18.00@19.00	18.00@19.50
SPARE RIBS:				
Half Sheets.....	12.50@13.50			
TRIMMINGS:				
Regular.....	11.50@12.00			

*Includes heifers, 450 lbs. down, at Chicago. *Includes "skin on" at New York and Chicago.

NEWS OF THE RETAILERS

George Kramer sold interest in Sanitary Meat Market to his partner, Oscar U. Hockaday.

Hy Arnsen will open meat business at 1001 S. 16th st. and Economeats, Inc. will open meat business at 2635 W. Vliet st., Milwaukee, Wis.

Paul Goetzke, meat dealer, sold out to

George Stuedemann, Hutchinson, Minn.

Fling Meat Market sold out to Plotnik Bros., Wadena, Minn.

B. A. Schlader opened meat business at 3002 W. 50th st.; C. F. Wiltz & Sons opened meat business at 501 Nicollet ave. and George Nystau opened meat market at 2914 Hennepin ave., Minneapolis, Minn.

FOOD PRODUCT RESEARCH

Last spring the Wm. J. Stange Co.—manufacturers of dry essence of natural spices for seasoning sausage, certified food colors and flavoring extracts—constructed an addition which practically doubled the floor space and capacity of its plant at Chicago. Further expansion includes construction of a 3-story building 50 by 65 ft. at 2557 West Madison st. When the new unit is completed the plant will represent the last word in manufacturing and processing plants of this type, it is said. The building program was necessitated by a constantly growing demand for the company's products. Production capacity will be practically doubled. The buildings will face two streets and will be connected by an enclosed bridge at the second floor level.

Among interesting features of this new Stange plant are the three laboratories where production of Stange products are regulated and controlled to secure unvarying uniformity of quality of products and where research work is done. Seven trained chemists are employed. The research laboratory shown in the accompanying illustration is typical of the three. Features of this and the other laboratories are white tile

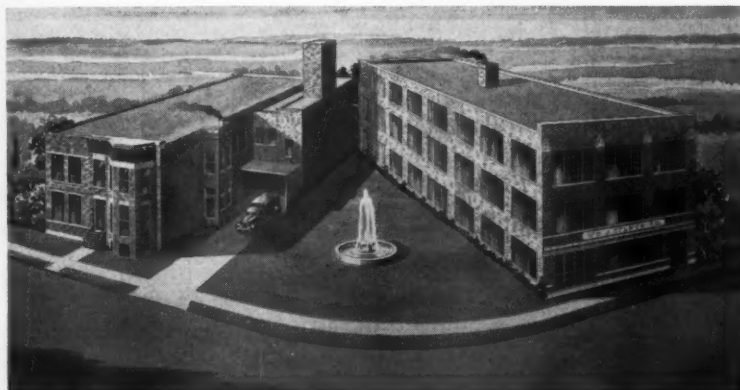


ONE OF THE STANGE LABORATORIES

Here Drs. Aladar Tonyo and Adam Krol conduct research investigations. Two other laboratories are included in the Stange expansion plan, including the famous color laboratory.

walls, abundance of natural light, efficient artificial lighting equipment,

modern apparatus and equipment for involved chemical investigations and facilities for maintaining a high degree of cleanliness at all times.



WHERE STANGE WORKS ON PACKER AND FOOD PROBLEMS

Artist's sketch of the new plant of Wm. J. Stange Co., Chicago, which includes buildings housing research, color and flavor laboratories, spice departments, storage rooms, etc.

One building houses the analytical and research laboratory and the flavor laboratory, raw spice grinding department, spice extracting department, dry essence of spice compounding department, and storage rooms for raw materials, of which large stocks are carried. The other building houses the color laboratory and the color manufacturing department. The color laboratory especially is doing an extensive work of research in aiding packers and sausage manufacturers in their color problems, which are very important in these days of consumer acceptance based on eye appeal as well as natural appearance of products.

The Stange organization is proud of its new home and the growing acceptance and use of the company's products in the food industries which made it necessary to conceive and execute this extensive plan of plant expansion.

Our famous

174

B.C.

SALAMI

Please write for samples
and price quotations

**AND A COMPLETE LINE
OF DRY AND SEMI-DRY
SAUSAGE IS AVAILABLE**

L. T. McMILLAN CO., ST. PAUL, MINN., DEPT. "W"

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Investigate What These Packers Offer

Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars
of Beef and Provisions*

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REPRESENTATIVES:
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F.C. Rogers, Inc., Philadelphia



HORMEL

GOOD FOOD

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Austin, Minnesota

THE E. KAHN'S SONS CO.

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HAMS AND BACON**

**Straight and Mixed Cars of Beef,
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		Room 11	

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Superior Packing Co.

Price Quality Service

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**DRESSED BEEF
BONELESS BEEF and VEAL**

Carlots

Barrel Lots

Rath's

from the Land O'Corn

BLACK HAWK HAMS AND BACON

PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products

THE RATH PACKING CO.

WATERLOO, IOWA

C. A. Durr Packing Co., Inc.

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Manufacturers of



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BACON
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**LARD
DAISIES
SAUSAGES**

QUALITY Pork Products That SATISFY

Dold

NIAGARA BRAND

HAMS & BACON

SHIPPERS OF STRAIGHT AND MIXED CARS OF

BEEF-PORK-SAUSAGE-PROVISIONS

BUFFALO-OMAHA-WICHITA

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef		Cor. week,
Week ended Feb. 24, 1937.		1936.
Prime native steers—	20 1/2 @ 21 1/2	18 @ 19
400-600	19 1/2 @ 20	18 @ 19
600-800	19 @ 19 1/2	18 @ 19
800-1000	18 @ 18 1/2	16 @ 17
Good native steers—		
400-600	18 @ 18 1/2	16 @ 17
600-800	18 @ 18 1/2	16 @ 17
800-1000	18 @ 18 1/2	16 @ 17
Medium steers—		
400-600	15 @ 16	12 @ 13
600-800	16 @ 17	12 1/2 @ 13 1/2
800-1000	16 1/2 @ 17	13 @ 14
Hefers, good, 400-600—	16 @ 17	13 @ 13 1/2
Cows, 400-600—	10 @ 11	9 1/2 @ 10 1/2
Head quarters, choice—	27 1/2 @	24 @
Fore quarters, choice—	15 1/2 @	15 @

Beef Cuts

Steer loins, prime—	@ 40	unquoted
Steer loins, No. 1—	@ 38	@ 35
Steer loins, No. 2—	@ 31	@ 28
Steer short loins, prime—	@ 60	unquoted
Steer short loins, No. 1—	@ 51	@ 49
Steer short loins, No. 2—	@ 39	@ 34
Steer loin ends (hps)—	@ 25	@ 21
Steer loin ends, No. 2—	@ 23	@ 18
Cow loins—	@ 19	@ 14
Cow short loins—	@ 23	@ 18
Cow loin ends (hps)—	@ 17	@ 14
Steer ribs, prime—	@ 28	unquoted
Steer ribs, No. 1—	@ 23	@ 25
Steer ribs, No. 2—	@ 20	@ 19
Cow ribs, No. 1—	@ 11	@ 10 1/2
Steer rounds, prime—	@ 18	unquoted
Steer rounds, No. 1—	@ 16	@ 13 1/2
Steer rounds, No. 2—	@ 15 1/2	@ 12 1/2
Steer chuck, prime—	@ 13 1/2	unquoted
Steer chuck, No. 1—	@ 14 1/2	@ 13 1/2
Steer chuck, No. 2—	@ 13	@ 11 1/2
Cow rounds—	@ 12 1/2	@ 12
Cow chucks—	@ 10	@ 10 1/2
Steer plates—	@ 11	@ 11 1/2
Medium plates—	@ 11	@ 11
Briskets, No. 1—	@ 15 1/2	@ 15
Steer navel ends—	@ 9	@ 9 1/2
Cow navel ends—	@ 7 1/2	@ 8 1/2
Fore shanks—	@ 9	@ 9
Ham shanks—	@ 9	@ 7
Strip loins, No. 1, bbls.—	@ 62	@ 45
Strip loins, No. 2—	@ 57	@ 35
Sirloin butts, No. 1—	@ 30	@ 22
Sirloin butts, No. 2—	@ 22	@ 17
Beef tenderloins, No. 1—	@ 75	@ 65
Beef tenderloins, No. 2—	@ 60	@ 50
Rump butts—	@ 12	@ 14 1/2
Flank steaks—	@ 22	@ 20
Shoulder clods—	@ 12 1/2	@ 14 1/2
Hanging tenderloins—	@ 16	@ 12
Inside, green, 5@6 lbs.—	@ 13	@ 15 1/2
Outside, green, 5@6 lbs.—	@ 12 1/2	@ 14
Kaukies, green, 5@6 lbs.—	@ 13 1/2	@ 14 1/2

Beef Products

Brains (per lb.)—	@ 8	@ 9
Hearts—	@ 10	@ 9
Tongues—	@ 18	@ 18
Swetbreads—	@ 19	@ 20
Or-tail, per lb.—	@ 10	@ 10
Fresh tripe, plain—	@ 9	@ 9
Fresh tripe, H. C.—	@ 11 1/2	@ 11 1/2
Livers—	@ 18	@ 20
Kidneys, per lb.—	@ 10	@ 10

Veal

Choice carcass—	@ 14	@ 15
Good carcass—	@ 13	@ 14
Good saddles—	@ 17	@ 19
Good racks—	@ 12	@ 13
Medium racks—	@ 9	@ 11

Veal Products

Brains, each—	@ 11 1/2	@ 12
Swetbreads—	@ 38	@ 40
Calif livers—	@ 50	@ 40

Lamb

Choice lambs—	@ 17	@ 18
Medium lambs—	@ 15	@ 15
Choice saddles—	@ 19	@ 18
Medium saddles—	@ 18	@ 16
Choice fores—	@ 15	@ 14
Medium fores—	@ 14	@ 13
Lamb ribs, per lb.—	@ 30	@ 25
Lamb tongues, per lb.—	@ 15	@ 15
Lamb kidneys, per lb.—	@ 20	@ 20

Mutton

Heavy sheep—	@ 7 1/2	@ 6
Light sheep—	@ 10	@ 9
Heavy saddles—	@ 9	@ 9
Light saddles—	@ 12	@ 11
Heavy fores—	@ 5	@ 5
Light fores—	@ 6	@ 6
Mutton legs—	@ 13	@ 13
Mutton loins—	@ 8	@ 8
Mutton stew, per lb.—	@ 12 1/2	@ 12 1/2
Sheep heads, each—	@ 10	@ 11

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.—	@ 20	@ 18
Picnics—	@ 14	@ 14
Skinned shoulders—	@ 15	@ 15 1/2
Tenderloins—	@ 32	@ 35
Spare ribs—	@ 12 1/2	@ 13
Back fat—	@ 13	@ 11
Boston butts—	@ 18	@ 17
Boneless butts, cellar trim, 2@4—	@ 25	@ 22
Hocks—	@ 11	@ 11
Tails—	@ 12	@ 13
Neck bones—	@ 4 1/2	@ 5
Slip bones—	@ 13	@ 13
Black bones—	@ 12	@ 12 1/2
Pigs' feet—	@ 5	@ 5
Kidneys, per lb.—	@ 8	@ 10
Livers—	@ 9 1/2	@ 10
Brains—	@ 8	@ 8
Ears—	@ 7	@ 10
Snouts—	@ 7	@ 9
Heads—	@ 8	@ 8
Chitterlings—	@ 5 1/2	@ 5 1/2

DRY SALT MEATS

Clear bellies, 14@16 lbs.—	@ 16 1/2	@ 16 1/2
Clear bellies, 18@20 lbs.—	@ 16 1/2	@ 16 1/2
Rib bellies, 25@30 lbs.—	@ 16 1/2	@ 16 1/2
Fat backs, 10@12 lbs.—	@ 11 1/2	@ 11 1/2
Fat backs, 14@16 lbs.—	@ 12 1/2	@ 12 1/2
Regular plates—	@ 11 1/2	@ 11 1/2
Jowl butts—	@ 10 1/2	@ 10 1/2

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper—	23 1/2 @ 24 1/2	@ 24 1/2
Fancy skd. hams, 14@16 lbs., parchment paper—	25 @ 26	@ 26
Standard reg. hams, 14@16 lbs., plain—	22 1/2 @ 23 1/2	@ 23 1/2
Picnics, 4@8 lbs., short shank, plain—	17 1/2 @ 18 1/2	@ 18 1/2
Picnics, 4@8 lbs., long shank, plain—	16 1/2 @ 17 1/2	@ 17 1/2
Fancy bacon, 6@8 lbs., parchment paper—	27 1/2 @ 28 1/2	@ 28 1/2
Standard bacon, 6@8 lbs., plain—	24 1/2 @ 25 1/2	@ 25 1/2
No. 1 beef ham sets, smoked—		
Insides, 8@12 lbs.—	29 @ 30	@ 30
Outsides, 5@9 lbs.—	26 @ 27	@ 27
Knuckles, 5@9 lbs.—	26 @ 27	@ 27
Cooked hams, choice, skin on, fattened—	37 1/2 @ 38 1/2	@ 38 1/2
Cooked hams, choice, skinned, fattened—	39 @ 40	@ 40
Cooked picnics, skin on, fattened—	25 1/2 @ 26 1/2	@ 26 1/2
Cooked picnics, skinned, fattened—	26 1/2 @ 27 1/2	@ 27 1/2

BARRELED PORK AND BEEF

Mesa pork, regular—	@ 30.50	@ 30.50
Family back pork, 24 to 34 pieces—	@ 29.00	@ 29.00
Family back pork, 35 to 45 pieces—	@ 30.00	@ 30.00
Clear back pork, 40 to 50 pieces—	@ 29.00	@ 29.00
Clear plate pork, 25 to 35 pieces—	@ 24.00	@ 24.00
Bean pork—	@ 27.00	@ 27.00
Brisket pork—	@ 30.00	@ 30.00
Plate beef—	@ 20.50	@ 20.50
Extra plate beef, 200-lb. bbls.—	@ 21.00	@ 21.00

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.—	\$21.00	
Lamb tongue, short cut, 200-lb. bbl.—	51.50	
Regular tripe, 200-lb. bbl.—	18.50	
Honeycomb tripe, 200-lb. bbl.—	23.50	
Pocket honeycomb tripe, 200-lb. bbl.—	26.00	

LARD

Prime steam, cash, Bd. Trade—	@ 12.15n	@ 12.15n
Prime steam, loose, Bd. Trade—	@ 11.55n	@ 11.55n
Refined lard, tierces, f.o.b. Chgo.—	@ 13	@ 13
Kettle rend., tierces, f.o.b. Chgo.—	@ 13 1/2	@ 13 1/2
Leaf, kettle rendered, tierces, f.o.b. Chgo.—	@ 13 1/2	@ 13 1/2
Neutral, in tierces, f.o.b. Chicago—	@ 13 1/2	@ 13 1/2
Compound, veg., tierces, c.a.f.—	@ 13 1/2	@ 13 1/2

OLEO OIL AND STEARINE

Extra oleo oil—	12 1/2 @ 13	@ 13
Prime No. 2 oleo oil—	12 1/2 @ 12 1/2	@ 12 1/2
Prime oleo stearine, edible—	10 1/2 @ 11	@ 11

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.—	@ 9 1/2	@ 9 1/2
Valley points, prompt—	@ 12 1/2	@ 12 1/2
White deodorized, in bbls., f.o.b. Chgo.—	12 @ 12 1/2	@ 12 1/2
Yellow, deodorized—	12 @ 12 1/2	@ 12 1/2
Soap stock, 50% f.f.a. f.o.b. mills—	2 1/2 @ 3	@ 3
Soya bean oil, f.o.b. mills—	9 1/2 @ 10	@ 10
Corn oil, in tanks, f.o.b. mills—	9 1/2 @ 9	@ 9
Coconut oil, sellers' tanks, f.o.b. coast—	8 1/2 @ 9	@ 9
Refined in bbls., f.o.b. Chicago—	15 nom.	

OLEOMARGARINE

(F. O. B. CHICAGO.)		
White domestic vegetable margarine—	@ 16 1/2	@ 16 1/2
White animal fat margarine, in 1 lb. cartons, rolls or prints—	@ 16 1/2	@ 16 1/2
Nut, 1-lb. cartons—	@ 15	@ 15
Puff paste (water churned)—	@ 16	@ 16
(milk churned)—	@ 16	@ 16

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons—	@ 27	@ 27
Country style sausage, fresh in link—	@ 23 1/2	@ 23 1/2
Country style sausage, fresh in bulk—	@ 21 1/2	@ 21 1/2
Country style sausage, smoked—	@ 23 1/2	@ 23 1/2
Frankfurters, in sheep casings—	@ 23 1/2	@ 23 1/2
Bologna in beef bungs, choice—	@ 18 1/2	@ 18 1/2
Bologna in beef middles, choice—	@ 19	@ 19
Liver sausage in beef rounds—	@ 18 1/2	@ 18 1/2
Liver sausage in hog bungs—	@ 17 1/2	@ 17 1/2
Head cheese—	@ 17 1/2	@ 17 1/2
New England luncheon specialty—	@ 22	@ 22
Minced luncheon specialty, choice—	@ 19	@ 19
Tongue sausage—	@ 28	@ 28
Blood sausage—	@ 17	@ 17
Souse style sausage—	@ 18 1/2	@ 18 1/2
Polish sausage—	@ 22 1/2	@ 22 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs—	@ 40	@ 40
Thuringer cervelat—	@ 21	@ 21
Farmer—	@ 27	@ 27
Holsteiner—	@ 28	@ 28
B. C. Salami, choice—	@ 35	@ 35
Milano salami, choice in hog bungs—	@ 37	@ 37
B. C. Salami, new condition—	@ 21	@ 21
Frisses, choice, in hog middles—	@ 35	@ 35
Genoa style salami, choice—	@ 44	@ 44
Pepperoni—	@ 32	@ 32
Mortadella, new condition—	@ 19 1/2	@ 19 1/2
Capicola—	@ 48	@ 48
Italian style hams—	@ 37	@ 37
Virginia hams—	@ 43	@ 43

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—		
Small tins, 2 to crate—	\$5.75	
Frankfurt style sausage, in sheep casings—		
Small tins, 2 to crate—	\$7.50	
Smoked link sausage, in hog casings—		
Small tins, 2 to crate—	\$6.75	

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings—	11 1/2 @ 11 1/2	@ 11 1/2
Special lean pork trimmings—	@ 16 1/2	@ 16 1/2
Extra lean pork trimmings—	@ 17 1/2	@ 17 1/2
Pork cheek meat—	10 @ 10 1/2	@ 10 1/2
Pork hearts—	7 @ 7 1/2	@ 7 1/2
Pork livers—	7 @ 7 1/2	@ 7 1/2
Native boneless bull meat (heavy)—	@ 11 1/2	@ 11 1/2
Shank meat—	9 1/2 @ 9 1/2	@ 9 1/2
Boneless chucks—	9 1/2 @ 10	@ 10
Beef trimmings—	8 1/2 @ 9	@ 9
Beef cheeks (trimmed)—	@ 8 1/2	@ 8 1/2
Dressed canners, 350 lbs. and up—	@ 7 1/2	@ 7 1/2
Dressed center cows, 400 lbs. and up—	@ 8 1/2	@ 8 1/2
Dr. bologna bulls, 600 lbs. and up—	9 @ 9 1/2	@ 9 1/2
Pork tongues, canner trim, S. P.—	@ 13	@ 13

CURING MATERIALS

Nitrite of soda (Chgo. w'hee stock):	Cwt.	
In 425-lb. bbls., delivered—	\$9.00	
Saltpeter, less than ton lots:		
Dbl. refined granulated—	6.40	
Small crystals—	7.40	
Medium crystals—	7.75	
Large crystals—	8.15	
Dbl. retd. gran. nitrate of soda—	3.50	
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated—	\$ 6.50	
Medium, undried—	9.30	
Medium, dried—	9.80	
Rock—	6.60	
Sugar—		
Raw, 96 basis, f.o.b. New Orleans—	@ 3.45	
Second sugar, 90 basis—	None	
Standard gran., f.o.b. refiners (2%)—	@ 5.00	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%—	@ 4.50	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%—	@ 4.40	
Dextrose, in car lots, per cwt.—	@ 4.01	

((Continued on page 47))

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

BEFORE YOU BUY

Investigate What These Packers Offer

HONEY BRAND

**HAMS—BACON
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HYGRADE

**Beef—Veal
Lamb—Sausage**

HYGRADE'S Original WEST VIRGINIA HAM

HYGRADE FOOD PRODUCTS CORP. 30 Church St. New York, N.Y.

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Straight and Mixed Cars of Fresh and Cured

PORK PRODUCTS

from

UNION STOCK YARDS

THE P. BRENNAN COMPANY

CHICAGO, ILLINOIS



**NATURE AND
HUMAN SKILL**
combine to give
Superb Quality
in these imported
canned Hams.

Try a Case Today

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Bell Brand**

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Wilmington Provision Company

TOWER BRAND MEATS

**Slaughterers of Cattle, Hogs,
Lambs and Calves**

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WILMINGTON

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Lard
Delicatessen**

**BEEF • BACON
SAUSAGE • LAMB**

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The Esskay Co. of North Carolina
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Hermitage Rd. & S. A. L. R. R.

**VEAL • PORK
SHORTENING • HAM**

Washington, D. C.
908-14 G St., N. W.

Roanoke, Va.
317 E. Campbell Ave.

Chicago Markets

(Continued from page 45)

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime	17 1/2	19
Anniseed	22 1/2	23 1/2
Chili Pepper, Fancy	24	28
Chili Powder, Fancy	20	23
Cloves, Amboy	19 1/2	22 1/2
Madagascar	17	19 1/2
Zanzibar	17	18 1/2
Ginger, Jamaica	68	73
African	62	67
Mace, Fancy Banda	15	15 1/2
East India	25	25 1/2
E. I. & W. I. Blend	20 1/2	20 1/2
Mustard Flour, Fancy	19	19
No. 1	12 1/2	13
Nutmeg, Fancy Banda	11	12 1/2
Pepper, Cayenne	7 1/2	8
Mustard, Extra Fancy	11 1/2	12 1/2
Paprika	12 1/2	13 1/2
Fancy	13	13
Hungarian	24 1/2	26 1/2
Pungent Sweet Red Pepper	23 1/2	25 1/2
Piment (220-lb. bbls.)	17	17
Pepper, Black Alepp	11	12 1/2
Black Lampong	7 1/2	8
Black Tellicherry	11 1/2	12 1/2
White Java Mustok	12 1/2	13 1/2
White Singapore	12 1/2	13 1/2
White Packers	13	13

SEEDS AND HERBS

	Whole.	Ground.
	Per lb.	Per lb.
Caraway Seed	10	12
Celery Seed, French	24	28
Cumin Seed	10 1/2	18
Coriander Morocco	7	8 1/2
Coriander Morocco Natural No. 1	9	11
Mustard Seed, Cal. Yellow	8	10
American	20	24
Marjoram, French	9	10 1/2
Oregano	14	16 1/2
Sage, Dalmatian	9	10 1/2
Helvetic No. 1, Fancy	8 1/2	10

SAUSAGE CASINGS

(P. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@.16
Domestic rounds, 140 pack	@.29
Export rounds, wide	@.38
Export rounds, medium	@.24
Export rounds, narrow	@.35
No. 1 weasands	@.05
No. 2 weasands	@.03 1/2
No. 1 bungs	@.16
No. 2 bungs	@.09
Middles, regular	@.30
Middles, select, wide, 2@2 1/2 in.	@.45
Middles, select, extra wide, 2 1/2 in. and over	@.80
Dried bladders:	
12-15 in. wide, flat	.75
10-12 in. wide, flat	.60
8-10 in. wide, flat	.50
6-8 in. wide, flat	.25
Hog casings:	
Narrow, per 100 yds.	2.45
Narrow, special, per 100 yds.	2.35
Medium, regular	2.20
Wide, per 100 yds.	1.40
Extra wide, per 100 yds.	1.10
Export bungs	.28
Large prime bungs	.19
Medium prime bungs	.14
Small prime bungs	.09 1/2
Middles, per set	.18
Stomachs	.08

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, medium to good	\$ @10.62
Steers, medium	9.40@10.15
Cows, good	@ 6.50
Cows, medium	5.25@ 6.25
Cows, low cutter and cutter	3.75@ 5.00
Bulls, cutter to medium	5.00@ 6.75

LIVE CALVES

Vealers, choice	\$ @12.00
Vealers, common and medium	8.00@ 9.50
Calves, medium	@ 6.50
Calves, common	5.00@ 5.10

LIVE LAMBS

Lambs, good to choice	\$ @11.60
Sheep	@5.50n

LIVE HOGS

Hogs, good to choice, 160-210-lb.	\$ @10.40
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DRESSED BEEF

City Dressed.

Choice, native, heavy	19 1/2 @21
Choice, native, light	19 1/2 @21
Native, common to fair	17 @19

Western Dressed Beef.

Native steers, 600@800 lbs.	19 @20
Native choice yearlings, 440@600 lbs.	19 1/2 @21
Good to choice heifers	17 @18
Good to choice cows	14 @15
Common to fair cows	12 @13
Fresh bologna bulls	11 @12

BEEF CUTS

	Western	City
No. 1 ribs	23 @25	24 @26
No. 2 ribs	21 @22	22 @23
No. 3 ribs	18 @20	20 @21
No. 1 loins	33 @36	32 @33
No. 2 loins	26 @30	28 @31
No. 3 loins	22 @25	23 @26
No. 1 hinds and ribs	22 @24	23 @26
No. 2 hinds and ribs	19 @21	21 @22
No. 1 rounds	16 @18	17 @19
No. 2 rounds	14 @16	15 @17
No. 3 rounds	12 @14	13 @15
No. 1 chucks	17 @19	18 @20
No. 2 chucks	16 @18	17 @19
No. 3 chucks	15 @16	16 @17
Bolognas	11 1/2 @12 1/2	
Rolls, reg. 6@8 lbs. av.	23 @25	
Rolls, reg. 4@6 lbs. av.	18 @20	
Tenderloins, 4@6 lbs. av.	50 @60	
Tenderloins, 5@6 lbs. av.	50 @60	
Shoulder clods	12 @14	

DRESSED VEAL

Good	15 @16
Medium	14 @15
Common	12 @14

DRESSED SHEEP AND LAMBS

Lambs, prime to choice	18 1/2 @19 1/2
Lambs, good	17 1/2 @18 1/2
Lambs, medium	16 @17 1/2
Sheep, good	8 @10
Sheep, medium	6 @ 8

DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$15.25@15.50
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FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	@20
Pork tenderloins, fresh	@24
Pork tenderloins, frozen	@22
Shoulders, Western, 10@12 lbs. av.	@17
Butts, boneless, Western	@22
Butts, regular, Western	@20
Hams, Western, fresh, 10@12 lbs. av.	@22
Picnic hams, West. fresh, 6@8 lbs. av.	@17
Pork trimmings, extra lean	18 @19
Pork trimmings, regular 50% lean	@15
Spareribs	@15

SMOKED MEATS

Regular hams, 8@10 lbs. av.	24 @25
Regular hams, 10@12 lbs. av.	24 @25
Regular hams, 12@14 lbs. av.	24 @25
Skinless hams, 10@12 lbs. av.	26 @27
Skinless hams, 12@14 lbs. av.	26 @27
Skinless hams, 16@18 lbs. av.	26 @27
Skinless hams, 18@20 lbs. av.	26 @27
Picnics, 4@6 lbs. av.	18 @19
Picnics, 6@8 lbs. av.	18 @19
City pickled bellies, 8@12 lbs. av.	22 @24
Bacon, boneless, Western	27 @28
Bacon, boneless, city	27 @28
Rollettes, 8@10 lbs. av.	21 @22
Beef tongue, light	21 @22
Beef tongue, heavy	23 @24

FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, l. c. trimmed	28c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	12c a pound
Mutton kidneys	4c each
Livers, beef	28c a pound
Oxtails	18c a pound
Beef hanging tenders	25c a pound
Lamb fries	12c a pair

BUTCHERS' FAT

Shop fat	@4.00 per cwt.
Breast fat	@4.75 per cwt.
Edible suet	@6.50 per cwt.
Inedible suet	@5.25 per cwt.

GREEN CALFSKINS

	5-9 1/4-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 Veals	23 2.40	2.55	2.60	3.00
Prime No. 2 Veals	22 2.20	2.35	2.40	2.70
Buttermilk No. 1	20 2.10	2.25	2.30	
Buttermilk No. 2	19 1.95	2.10	2.15	
Branded Grubby	11 1.15	1.50	1.55	1.60
Number 3	11 1.15	1.50	1.55	1.60

BONES AND HOOF

	Per ton.
Round shins, heavy	\$75.00
Flat shins, heavy	65.00
Thighs, blades and buttocks	55.00
White hoofs	50.00
Black and striped hoofs	40.00

COOPERAGE

(Prices at Chicago.)

Ash pork barrels, black hoops	\$1.35 @1.37 1/2
Ash pork barrels, galv. hoops	1.42 1/2 @1.45
Oak pork barrels, black hoops	1.25 @1.27 1/2
Oak pork barrels, galv. hoops	1.35 @1.38
White oak ham tierces	2.17 1/2 @2.20
Red oak lard tierces	1.92 1/2 @1.95
White oak lard tierces	2.02 1/2 @2.05

Susie Sausage says:-



I tell you, boys - natural casings are a real protection to a girl like me!

S. OPPENHEIMER & Co., Inc.

610 Root Street
Chicago

105 Hudson Street
New York

Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Branch Mgr. and Salesman

Experienced manager and provision salesman for large wholesale jobbing house in Brooklyn. Want man capable of managing branch house but must be able to sell and handle provisions and get results. W-666, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Position Wanted

Curing Foreman

Products that will produce results. Can handle properly all details and cures and eliminate troubles. Best references. Available immediately. Prefer South. W-687, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

General Packinghouse Supt.

Expert pork man, killing, cutting edible and inedible tanks, S.P. and D.S., beef curing, smokehouse, sausage and boiled hams. Beef killing, wholesale cooler. Go any place; eastern connection preferred. W-662, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

15 years' experience as smoker and cooker of frankfurters, bologna and other meat products. Thoro knowledge of curing and can overcome smokehouse losses. Will take position on cutter or mixer. Now employed. Good references. Punctual and honest. Prefer in or near New York City. W-658, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Miscellaneous

Traveling to Germany?

Travel Mark checks, gift and support payments, transfers of funds to Germany for ruckwandler and for property and other investment purposes. Savings from 40% up. Write Department NP 27, Hansa Securities Corp., 34 West 12th St., Cincinnati, O.; 141 Broadway, New York City; 84 Washington St., Hoboken, N. J.

Business Opportunities

Sausage Factory for Rent

Money-making sausage factory in large town of 900,000 population. Made money all through depression. Lease to buy equipment. Rent reasonable to responsible party. Owner will retire. Investigate this opportunity. FS-657, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage Manufacturing Plant

Going and money-making sausage manufacturing concern with low overhead selling weekly 40,000 lbs. mostly cash, in Eastern seaboard of 900,000 population. This enterprise is making money right along and stands your investigation. Present owner will retire. FS-656, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage Plant

For sale in Union Stock Yards, Baltimore, Md., completely equipped plant for manufacturing sausage and cooked meat products. Capacity 100,000 pounds sausage products weekly; also limited equipment for rendering and by-products. Modern fireproof buildings, 37,500 sq. ft. floor space. Pennsylvania and Baltimore & Ohio siding. Two freezers, twelve coolers. Could be used for meat packing. Logical location to serve southeastern territory. Sacrifice price. For illustrated circular, list of equipment, and other information, address William Martien & Co., Inc., Agents, 3200 Baltimore Trust Building, Baltimore, Md.

Imported Hams

Mild cure, excellent quality cooked hams, packed in tins. Foreign packers' American representative offers exclusive territories to live-wire distributors of reputation. References exchanged. Correspondence invited.

W-665

THE NATIONAL PROVISIONER

300 Madison Ave., New York City

Misc. Wanted & for Sale

Wanted Cattle Leg Bones

Cattle leg bones with knuckles cut off, clean, dry, not cracked. Any quantity. Hafeigh & Co., Buchanan, Va.

Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine, Brownell boiler, Gem City boiler, Permat water softener, cattle scale, track scales, pump, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

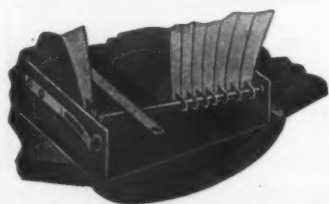
Automatic Hydraulic Press

For sale, automatic hydraulic press, size V-3, manufactured by J. W. Hubbard Company, curb 26 in. diameter, designed to handle lard cracklings, capacity approximately 400 lbs. per hour. Purchased in 1933; has been in service about one year. Will consider any reasonable offer. For further information, inquire of Purchasing Department, Armour and Company, Union Stock Yards, Chicago, Illinois.

Used Equipment for Sale

Two 4 ft. x 9 ft. Mechanical Mfg. Co. Last Rolls; one Allbright-Nell 2 1/2 ft. x 8 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers; 2 No. 1 Anderson Oil Expellers; 2 Anderson RB Expellers, one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Gruendler hammer mill; 2 Jay-Bee Hammer Mills, No. 2, No. 4 for Cracklings; Two Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Hottmann Twin Screw Cutter and Mixer; 1 Buffalo No. 2 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 Boss No. 166 meat chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses; Kettles, Pumps, etc. What have you for sale? Send us a list.

CONSOLIDATED PRODUCTS COMPANY
14-19 Park Row, New York, N. Y.
Shops and Plant:
331 Doremus Ave., Newark, N. J.



No key, nothing to unscrew. Just slip them in place and they stay there until you want to take them out, and that is just as easy.

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of 26 issues of The National Provisioner can be easily kept for future reference to an item of trade information or some valuable trade statistics by putting them in our

NEW MULTIPLE BINDER

which is as simple as filing letters in the most ordinary file. The New Binder has the appearance of a regular bound book. The cover is of cloth board and the name is stamped in gold. The Binder makes a substantially-bound volume that will be a valuable part of your office equipment or a handsome addition to your library.

We want every subscriber of The National Provisioner to keep their copies from becoming lost or mutilated and are therefore offering you this New Multiple Binder at cost. Send us your name and address with \$1.50, plus 20c postage and we will send the Binder.

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Tallowes

Stock Foods
Calf Heads
Cracklings

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Pickled Skins
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Cattle Switches

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43rd & 44th Streets
First Ave. and East River

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Murray Hill 4-2900



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Sausage Casings**

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**For YOUR Pork Sausage Use
OUR Graded SHEEP CASINGS**

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FORMERLY M. J. SALZMAN CO., INC.
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The H. H. MEYER PACKING CO.
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WHOLESALE SLAUGHTERERS OF
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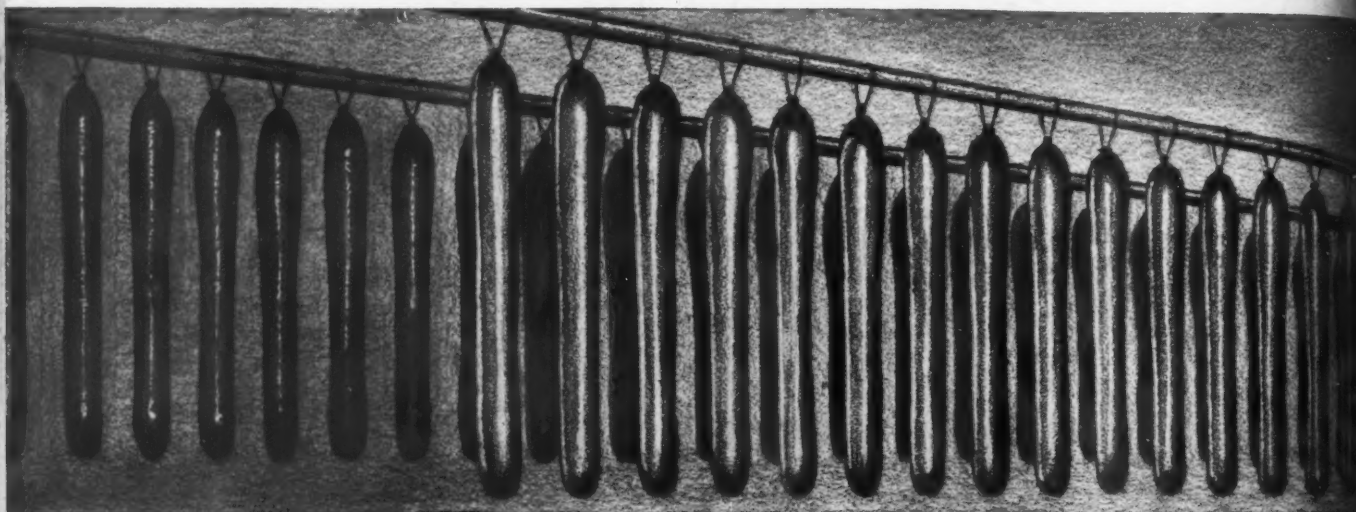
THE ALLBRIGHT-NELL CO.

**Eastern Office: 5323 S. Western Boulevard,
117 Liberty Street
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SAUSAGE IS ALWAYS ON DRESS PARADE



A CRISP ORDER! Column after column of men move forward in review. No time for buttoning collars now—the dress parade is on!

Every day sausage products are passing in review before the exacting eyes of consumers . . . being inspected and compared with competing brands. *Here is where sales are made.* How important it is that your sausage meets with approval on this daily dress parade!

The uniformity of Swift's Selected Beef Casings together

There is no chance for product not to look its best when stuffed in Swift casings. Ask your local Swift & Company representative about our full selection of rounds, weasands, middles, bungs, and bladders.

with their fine quality will enable your product to make a favorable impression at all times. This is because Swift's natural casings are:

- FRESHLY HANDLED.
- WELL FATTED.
- ACCURATELY GRADED FOR SIZE.
- CAREFULLY INSPECTED FOR DEFECTS.
- WELL PACKED.

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